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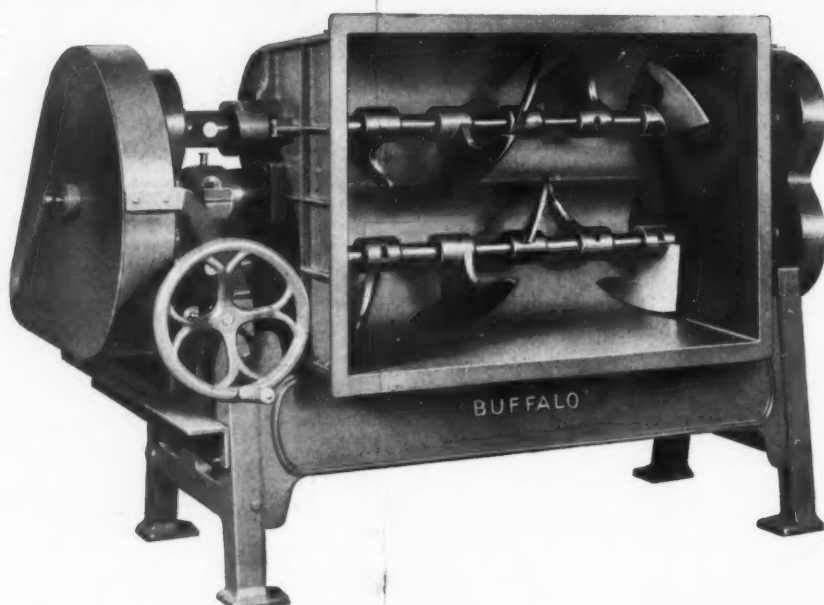
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EVANSVILLE

INDIANA

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Modern curing formulas are designed to save time. These new methods require efficient, "BUFFALO" Mixers since the smaller quantity of the more powerful chemical agent must be quickly and thoroughly mixed throughout the batch to eliminate the risk of over curing and under curing the meat which results in a spoiled product.

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SEE YOUR CHEVROLET DEALER**

# The National Provisioner

THE MAGAZINE OF THE MEAT PACKING AND ALLIED INDUSTRIES

Volume 98

JANUARY 15, 1938

Number 3



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# IT COSTS LESS TO USE **Tufedge** BEEF CLOTHING

In many ways, you will get more actual value for your money than ever before when you use Tufedge beef clothing. Tufedge is new, different. It's not just an ordinary piece of cotton cloth cut and stitched to a certain size—absolutely not. Tufedge has been developed for the one purpose of hot clothing beef.

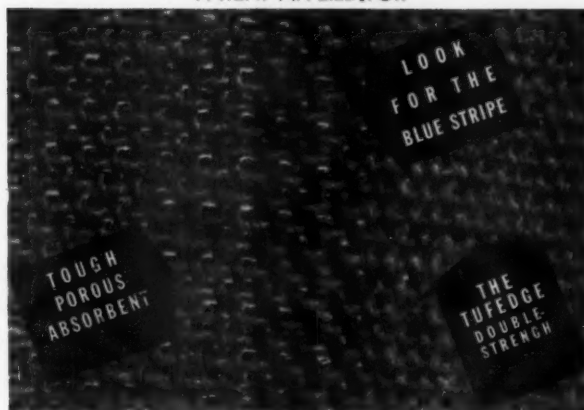
## LOOK FOR THE BLUE STRIPE

Tufedge will bleach better.  
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Tufedge will last longer.  
... and consequently costs less.

## HERE'S WHY TUFEDGE IS BETTER

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CITY

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HEADS UP TO 350 FEET  
CAPACITIES, 1 to 1000 GPM

for *Any Operating Condition*



2" x 1 1/2" pumps of nickel with  
10 hp, 3500 rpm motors.

SSU PUMPS are scarcely larger than the motors alone, and are low in cost, but they have high efficiencies comparable with any type of centrifugal pumps of similar size. They are compact enough to install on machinery and will handle from 1 to 1000 gallons of liquid per minute. Some sizes will pump against heads up to 350 feet.

Both the pump and motor are built by Allis-Chalmers. The pump impeller and motor rotor are mounted on a single shaft which is supported on two ample sized ball bearings. There can be no misalignment between pump and motor. Standard units have seal-clad\* squirrel cage motors... Enclosed fan-cooled, splash-proof, explosion-proof or direct current motors can be furnished if desired.

These pumps are economical for any condition within the range described. They are so low in first cost and maintenance expense that it will pay you to get in touch with the nearest Allis-Chalmers Office.

\*Seal-clad motors developed by Allis-Chalmers, with moulded Bakelite shields permanently attached over the stator windings protect against dirt and moisture; same temperature guarantees as open motors.

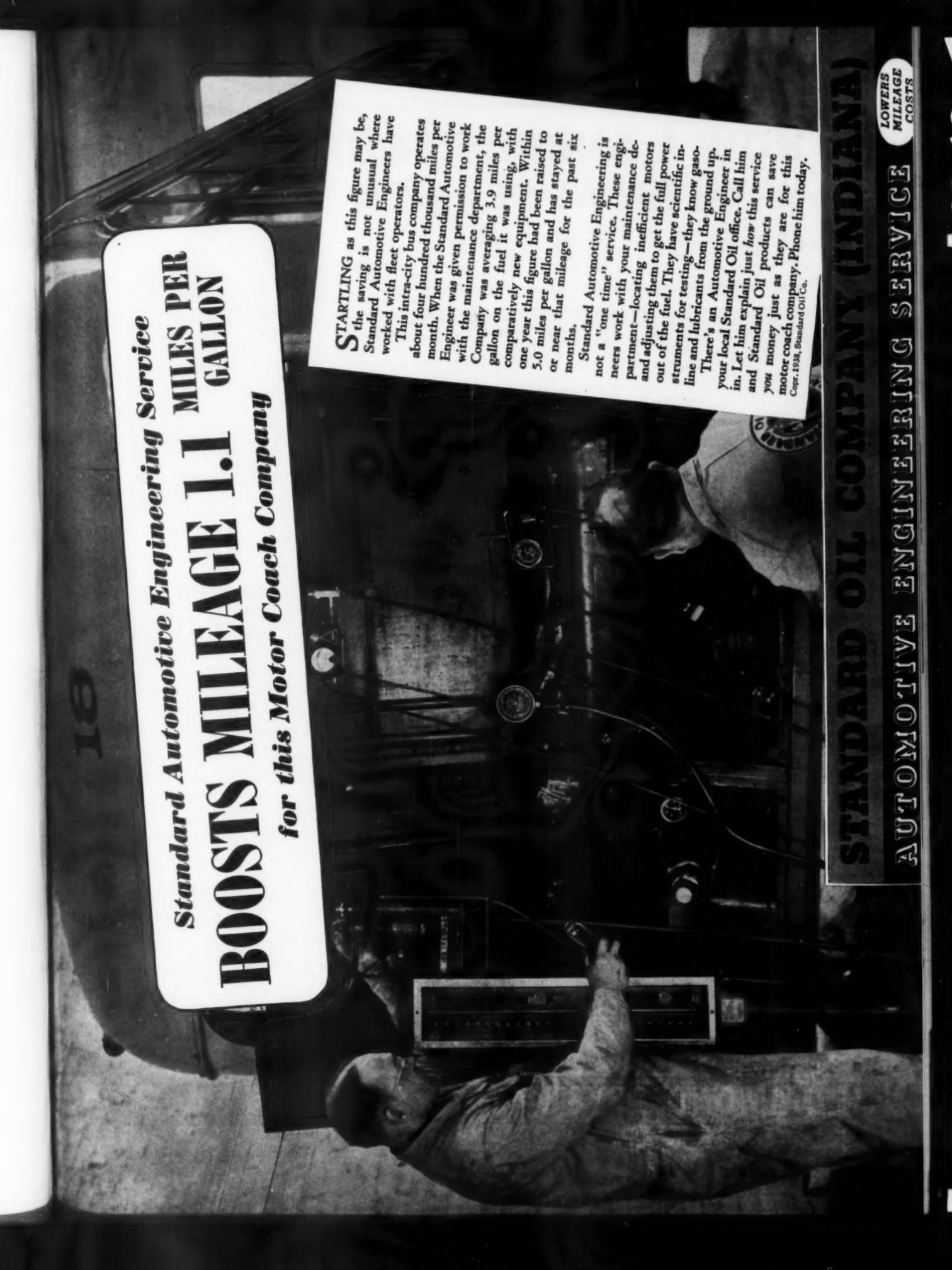
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MILWAUKEE WISCONSIN



The Allis-Chalmers line of pumps also includes other types for almost any pumping service... single-stage... multistage... open runner... acid proof... inlet diameter 1 to 72 inches, pressures to 1500 lbs. or more.



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**BOOSTS MILEAGE 1.1 MILES PER GALLON**  
**for this Motor Coach Company**

**S**TARTLING as this figure may be, the saving is not unusual where Standard Automotive Engineers have worked with fleet operators.

This intra-city bus company operates about four hundred thousand miles per month. When the Standard Automotive Engineer was given permission to work with the maintenance department, the Company was averaging 3.9 miles per gallon on the fuel it was using, with comparatively new equipment. Within one year this figure had been raised to 5.0 miles per gallon and has stayed at or near that mileage for the past six months.

Standard Automotive Engineering is not a "one time" service. These engineers work with your maintenance department—locating inefficient motors and adjusting them to get the full power out of the fuel. They have scientific instruments for testing—they know gasoline and lubricants from the ground up.

There's an Automotive Engineer in your local Standard Oil office. Call him in. Let him explain just *how* this service and Standard Oil products can save *you* money just as they are for this motor coach company. Phone him today.

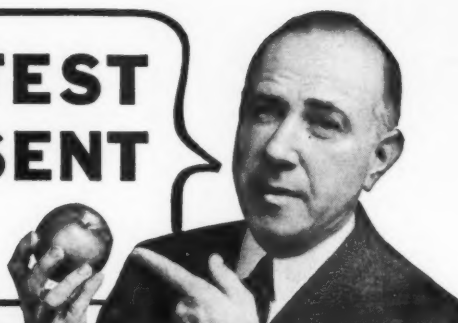
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**STANDARD OIL COMPANY (INDIANA)**

**AUTOMOTIVE ENGINEERING SERVICE**

**LOWERS  
MILEAGE  
COSTS**

# HOW A SIMPLE TEST WITH AN APPLE SENT OUR SALES UP!



Sales hadn't been so good, and naturally I was worried. Reports from the field indicated that our sales were slipping, and consumer tests showed a definite preference for the flavor of other brands.



One day the Diamond Crystal representative called. He explained how Diamond Crystal's exclusive Alberger Process *mechanically* produced a uniform salt of extreme purity, and how its fine flakes dissolved faster.



Then he conducted an interesting experiment. He cut an apple into quarters. He suggested I dip one quarter into Diamond Crystal Salt, and taste it. Next, he asked me to dip another quarter into the salt I was using, taste it and notice the difference.



I was amazed how Diamond Crystal actually brought out the fine, sweet flavor of the apple. Right away I figured this utterly different salt could bring out the "hidden flavor" in our product. I was right . . . sales have gone up since we started using Diamond Crystal Alberger Process Salt.

## HERE'S WHY YOU SHOULD TRY DIAMOND CRYSTAL IN YOUR PLANT

**L**EADING food manufacturers swear by Diamond Crystal Salt. They have found that its fine, flake-like grain dissolves faster, really "wakes up hidden flavors."

They have found, too, that every pound of Diamond Crystal Alberger-

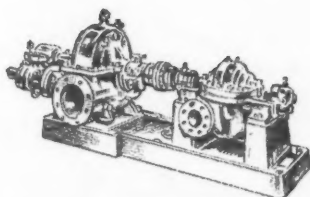
made Salt is always uniform . . . always pure and clean. These advantages . . . true salty flavor, purity, uniformity and fine flake are the result of the patented Alberger Process exclusive to Diamond Crystal Salt. A trial will convince you. Write today!

DIAMOND CRYSTAL SALT CO., INC., ST. CLAIR, MICHIGAN



# DIAMOND CRYSTAL *Alberger Process* SALT

# an Announcement . . .



## WORTHINGTON PRODUCTS FOR INDUSTRY

AIR CONDITIONING EQUIPMENT  
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DIESEL ENGINES  
GAS ENGINES  
STEAM CONDENSERS  
STEAM-JET EJECTORS  
FEEDWATER HEATERS  
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LIQUID METERS  
ROCK DRILLING EQUIPMENT  
CONTRACTORS AIR TOOLS



All types for generator  
and equipment drives  
SPEED-INCREASING GEARS  
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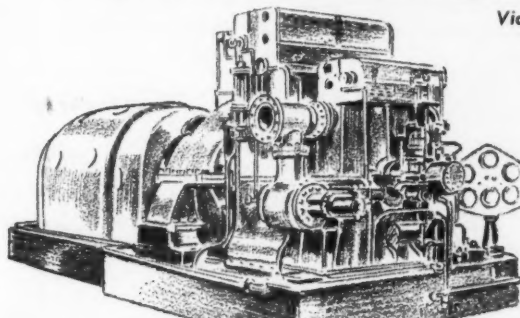
Literature on request

THE history of every company that has become associated with Worthington has been one of wider engineering understanding, expanded research facilities and access to broader markets. These associations have developed the ability of each to better serve its patrons. New friendships have been formed with the addition of each new unit...and more enterprises have learned to depend upon Worthington for a greater range of products.

THE INTEREST which the Worthington Pump and Machinery Corporation has acquired in the Moore Steam Turbine Corporation of Wellsville, New York, adds to the list of products sponsored by Worthington, a line of steam turbine equipment second to none. We propose to provide Moore Steam Turbine Corporation with the benefit of our engineering resources, in matters pertaining both to application and metallurgy, so as to employ fully the expanded manufacturing facilities recently completed at the Moore Plant in Wellsville, New York.

It is the determination of both the Moore and the Worthington organizations to continue the steady progress of development which has characterized the policy of the Moore Steam Turbine Corporation throughout its existence. The fine reputation which Moore products enjoy in many industries, including Petroleum, Chemical, Public Utility and Shipbuilding, is based upon a standard of quality which will be maintained.

Vice-President



## WORTHINGTON PUMP AND MACHINERY CORPORATION

General Offices: HARRISON, NEW JERSEY

Branch Offices and Representatives in Principal Cities throughout the World

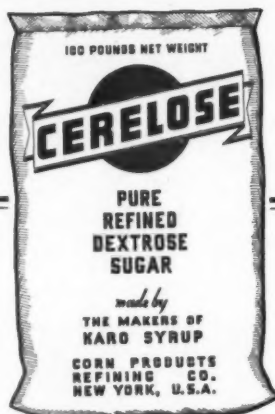
# WORTHINGTON

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Week Ending January 15, 1938

Page 9

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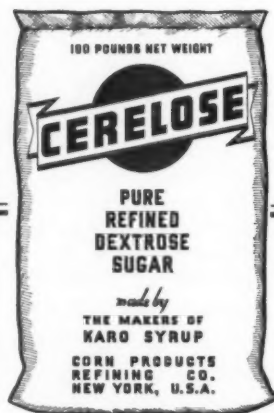
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**CERELOSE**

1. *Speeds* up the development of the color in meat.
2. *Protects* the color of meat against oxidation.
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Give Cerelose (dextrose sugar) a chance to help YOU. Try it!

For further information, write to  
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*Pure Refined*



*Dextrose Sugar*



**TEST** this sheet  
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**RUB IT!**  
**BOIL IT!**

## Never Before a Paper Like This!

For the first time in packing history, you can buy paper that is both *absorbent and tough when wet!* It seems paradoxical but it's true. And because of these two opposed qualities, the new H. P. S. Wet Strength paper preserves indefinitely the "bloom" of fresh meat.

### IT'S ABSORBENT!

This amazing paper takes up excess moisture (breathes). It keeps meat dry, consequently bright and fresh.

### AND IT'S TOUGH WHEN WET!

Despite its absorbency, this new sheet remains intact on the meat, strips off *in a single piece*, without picking or tearing.

### ABSOLUTELY INSOLUBLE

You can boil this new sheet in water by the hour, slosh it around, use soap and water on it—and it still won't fall apart or disintegrate in any way.

**H. P. SMITH PAPER CO.**  
1134 W. 37th St., CHICAGO, ILL.

## Mail Coupon for Samples

Prove for yourself that this paper has a combination of qualities never before found in any single sheet!



**Wet Strength**—The meat *rolls* out of the paper. There is no picking. Observe strain on the paper as meat is being unwrapped.



**Dry and Appetizing**—There is no excess moisture on the surface; the meat has excellent color and quality.

H. P. SMITH PAPER CO.

1134 W. 37th St., Chicago, Ill.

*I'd like to test this new paper. Send me generous samples,*

*for use in wrapping* \_\_\_\_\_

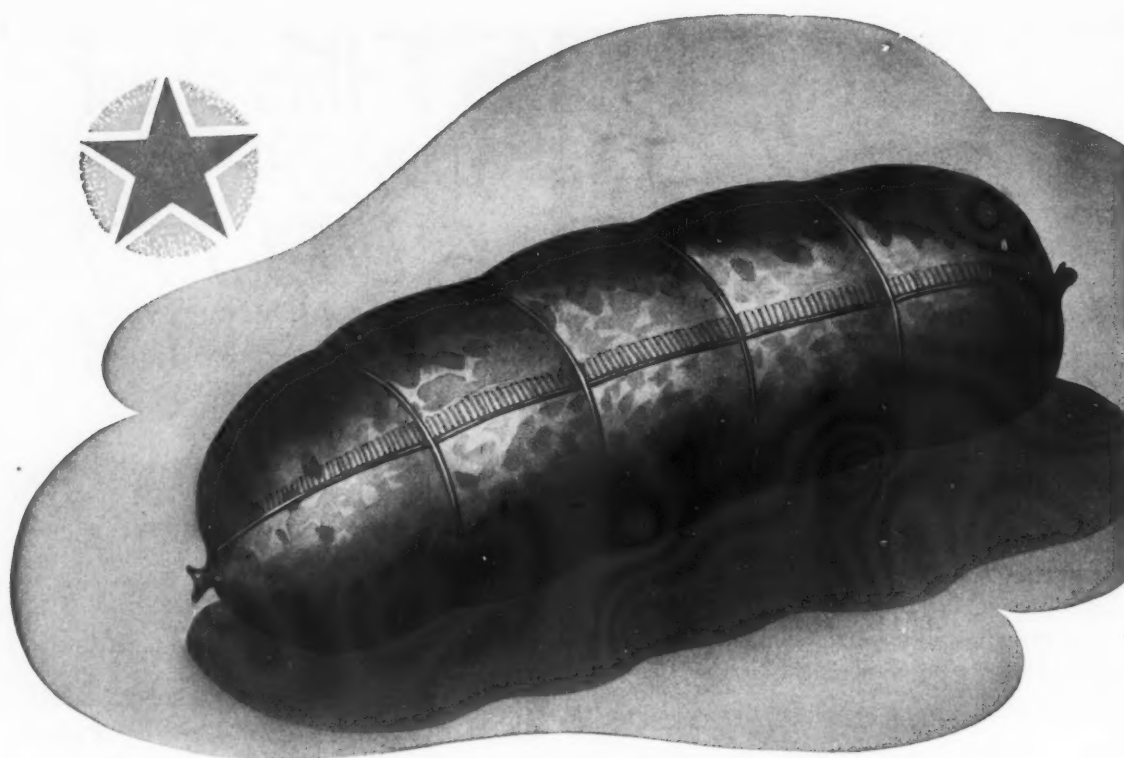
names of products

Name \_\_\_\_\_

Firm \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_



# *Casings of Quality*

## **FOR QUALITY PRODUCTS**

Dependable Selection • Uniform  
Quality . . . Prompt, intelligent  
service . . . . . All types of  
**BEEF • HOG • SHEEP CASINGS**

**ARMOUR AND COMPANY • Chicago, U. S. A.**

# THE NATIONAL PROVISIONER

JANUARY 15, 1938

*The Magazine of the Meat  
Packing and Allied Industries*

## MEAT INDUSTRY *Mobilizes* *for Nation-Wide* CAMPAIGN

**A**N intensive campaign to mobilize the entire personnel of the meat packing industry—from truck drivers to presidents, as well as retail outlets, hotels, restaurants, lunch rooms, railroads, etc.—for the purpose of promoting an increased interest in meat, will be undertaken immediately by the Institute of American Meat Packers.

Coincident with the campaign inaugurated by the Institute the National Live Stock and Meat Board will conduct a nation-wide radio program from 14 powerful stations throughout the country, starting January 17 and continuing for 13 weeks.

All the principal meat packing companies of the country have enthusiastically agreed to cooperate in this nationwide effort to acquaint the consuming public with the recent drastic decline in meat prices and the attractive values at which meat is now being offered for sale.

### **Packers Unite for Campaign**

The thousands of salesmen and other employees representing these companies are being instructed to put their best efforts behind this program. They will be provided with all information and advertising materials necessary to familiarize retailers with the present situation, and to enable these dealers to get the story over to their trade effectively.

Practically every retail meat outlet in this country will be reached promptly by these methods, and all other available avenues of publicity will be used. The program is to be directed by the Institute of American Meat Packers, with the cooperation of the sales organizations of the meat packing companies.

### **Institute Outlines Program**

Aim of the Institute's program as announced by president Wm. Whitfield Woods, is "to cover the field so well that no one in any city or town can

"Go into retail meat and grocery stores—

"Pick up hotel, restaurant or lunch room menus—

"Enter the railroad station—

"Take a seat in a dining car—

"Read any newspaper steadily—

"Attend meetings of associations of commerce, luncheon clubs or women's clubs—

"without reading a poster or streamer or pennant or sticker or placard or statement calling attention to meat—to the better quality and attractive prices of the delicious foods that are now available."

### **Meat is Not High**

"Without question the propaganda carried on some months ago by metropolitan newspapers and other agencies, in which the consuming public was led to believe that meat prices were 'sky high,' has resulted in decreased meat consumption," says R. C. Pollock, general manager of the National Live Stock & Meat Board. "The reduced use of meat is now being felt by every livestock grower and feeder, and doubtless is being reflected in present prices for cattle, hogs and sheep. We feel that it is urgent to publicize the fact that meat of the best quality is available and that the price range is favorable for the consuming public."

In its call to the membership issued this week the Institute sought the "complete, enthusiastic cooperation of all members and their organizations, regional, state and local chairmen in this intensive promotional drive designed to bring about a heightened interest in meat."

"Cattle are selling around 8¾ cents now, as compared with about 14½ cents last August," said president Woods. Feeders are losing \$30 to \$40 a head; lamb prices are below feeders' costs; hogs have dropped since September from about 12½

cents to about 8 cents, and all meats are selling at attractive prices.

### Steps in the Campaign

"The campaign starts now. Plans should be made immediately; activities should be started at once. Each printed aid will be sent to press and shipped out as soon as it is ready. But organization and activity should be started at once."

Some of the specific steps to be taken as outlined by the Institute are:

"1. Mass meeting of retailers and packer salesmen should be arranged in every city possible throughout the country. Plans for these can be made immediately. Such meetings can help raise enthusiasm to an effective point.

"2. As a means of stimulating interest nationally, an important luncheon meeting of friends of the livestock and meat industry will be held on January 28 at the Palmer House in Chicago. By that time the effort should have pretty

good steam. To this meeting will be invited—in addition to representatives of the meat packing industry—retailers' associations, chain store groups, railroad presidents, hotel and restaurant associations, live stock associations, presidents of state colleges and officials of various trade groups. The friendly co-operation of all groups will be sought in the effort to arouse an increased interest in meat.

### Advertising and Radio

"3. Posters, window streamers and other store material will be made available promptly to Institute members in liberal quantities.

"4. Stickers will be provided for hotel, restaurant, and dining car menus, and other stickers for application to letterheads, invoices, and similar stationery as a means of stimulating interest among retailers and others.

"5. News statements and radio talks will be prepared for use by members locally.

"With such extensive co-operation in prospect, and with such a vast organization available to aid in the promotional effort—the salesmen of all member companies reaching all meat retailers, who, in turn, meet the entire consuming public at least once a week—a greatly increased interest in meat can easily be created.

### What Chairmen Can Do

"The co-operation of each state chairman and each local chairman is earnestly sought in the following connections and any others that may present themselves:

"(1) Communicate with all meat packers in your area and enlist their co-operation. Each local chairman should call together at once every packer and packer representative in his city.

"(2) Arrange for an individual or individuals to be definitely responsible for each of the following:

(Continued on page 51.)

## COMMON PROBLEMS *Call for* COOPERATION

UNITED action of packers and livestock producers to promote meat and to work out the common problems of the industry were advocated by Thomas E. Wilson, chairman of the



T. E. WILSON

board of Wilson & Co., in addressing the annual convention of the American National Livestock Association at Cheyenne, Wyo., on January 14, 1938. Mr. Wilson is also chairman of the National Livestock and Meat Board, and former president and now a director of the Institute of American Meat Packers. He has long been an advocate of cooperation between livestock producers and meat packers.

The greatest need of the combined industries at this time, said Mr. Wilson, is to advertise meat and meat products more effectively, and to expand the program of consumer education on the value of meat and best methods of preparing it.

He cited the marked improvements that had taken place in cattle production in the past 20 years; improvements and developments in the processing branch of the industry; difficulties that have been so apparent in recent years as a result of wide fluctuations in livestock supply and price and reaction of these on consumers; influence of increasing exports; importance of being alert to avoid unwarranted costs in handling livestock and meats; and need of threshing out criticisms face to face.

Mr. Wilson announced the nationwide program to be launched immediately by the meat packing industry for

the major purpose of acquainting consumers with the present reasonable values of meat, calling their attention to drastic declines in meat prices and to the attractive values at which meat is now being offered for sale.

### New Meat Program

"We have no way of knowing how much can be accomplished through these efforts," he said. "It is the first time a program of this kind, involving all kinds of meats, has ever been inaugurated. We are convinced that there is a real need for it and that it will do some good.

"It is clearly evident to those of us engaged in the merchandising of meat that the average consumer has a false impression of present meat values, which is largely a carry-over of the misleading publicity of last summer and the failure to keep abreast with recent price declines. We believe that a program of this kind can quickly correct these false notions of meat values, and if this is accomplished there should be an immediate improvement in the demand for meat."

### Potential Meat Consumption

Mr. Wilson estimated meat consumption in the United States in 1937 at around 120 lbs. per capita, which compares with an average of 137 lbs. during the last 35 years. "The potential outlet for meat in this country," he said, "is indicated by the fact that the per capita consumption during the 10 years from 1901 to 1910 averaged 146 lbs., or 26 lbs. per capita more than was consumed last year. This difference is equivalent to 5,600,000 head of cattle, with a dressed weight of 600 lbs. per head.

"This situation presents a challenge to the industry. Producers and packers

working together should develop and carry out a well-organized program to get back that part of our domestic market which has been lost during the last few years. In doing this we will not only bring benefits to the industry but to the public as well—since it is a well-known fact that meat with its many superior qualities should occupy a more important part in the American diet than it does at present.

### Advertising Meat

"There are many ways in which, through united action, this problem can be approached. One of the most important of these is to more effectively advertise our products and expand our program to educate consumers on the superior qualities of meat and the best methods of preparing it.

"You are all familiar, of course, with the good work which has been done by the National Livestock and Meat Board along these lines. I am sure those who have followed the work of the Board are aware of the progress that has been made with the very limited funds, and of the great possibilities of this work in the future. The Board is now spending only about \$200,000 per year in its work, but the benefits derived from the program are worth many times the cost to the industry.

### Beginning of Cooperation

"I remember so well being present at the meeting at Hutchinson, Kan., when a small group of us evolved a plan of cooperation between producers and packers which ultimately resulted in the formation of the National Livestock and Meat Board.

"That was, indeed, a small beginning, but those of us present were sold on the proposition that much could be ac-

(Continued on page 51.)

# Growth of MEAT Locker Plants

## What Does It Mean to Packers and Retailers?

COLD storage locker plants have existed in considerable numbers only during the past two years. There is little experience and data, therefore, by which future developments may be charted and trends forecast.

Information is beginning to accumulate, however, and while probably it is too early to attempt to predict trends, there are some facts available which will be of interest to meat packers who are watching cold storage locker progress for signs which may indicate adverse or favorable reactions on their own business.

One of the interesting and perhaps significant facts developed by a recent survey of locker plants in Iowa and adjoining states is that in many localities a considerable percentage of the lockers are rented to town dwellers. In some cases city people have rented up to 50 per cent of the number of lockers in the plant.

## Competition for Packers

This means that most of the meat stored in lockers rented by townspeople has not passed through the regular meat distribution channels. Occasionally a locker plant is found that buys carcasses and wholesale cuts which are resold to city dwellers for freezing and storage, but for the most part the city locker renter buys his meat from the farmer.

The large majority of locker plants have a butcher in charge. He slaughters and dresses livestock, oversees handling of meat through the cutting and freezer operations and into the lockers, grinds hamburger and pork sausage, renders lard and in a few cases cures and smokes meats. Trend toward curing in locker plants is growing.

Locker plants have grown in size—that is, a considerable percentage of them have more lockers in service today than when they were established two or three years ago. Whether or not this growth has been due to increased customers from among farmers or town dwellers is not known. It is believed, however, that increased business from both classes has been received.

## Locker Plant Growth

There are no indications that construction of locker plants will slow up materially for at least several years to come. It may be expected, therefore, that an increasing quantity of meats will be consumed without passing through regular distribution channels.

What effect that may have on livestock supply and meat prices remains to be seen. If, as is now being predicted, there will be a cold storage locker plant in every rural trading center, the effects on small packinghouse results and methods may be considerable.

There is considerable disposition among smaller packers operating in sections where number of locker plants is increasing rapidly to feel that the competitive threat is not so much in these plants as they are now operated as in possible future developments.

Will the owner of a cold storage locker plant continue content merely to render slaughtering, cutting, freezing and storage service, or will he be tempted to increase his revenue by extending his services to include processing and manufacturing and eventually develop his business into a full-fledged small packinghouse or sausage manufacturing plant?

## Service Charges

Typical service charges by locker plants in Minnesota, determined by a survey by the Agricultural Extension Division of the University of Minnesota, and reported in special bulletin No. 187, are given in the following table:

LOCKER PLANT CHARGES.			
	Picked up and Slaughtered.	Slaughtered Only.	Cutting and Wrapping (dressed weight)
Beef .....	\$2.50	\$1.50	To 400 lbs...\$2.00
	2.50	1.50	Over 400 lbs. 2.50
Hogs, to 300 lbs...	1.50	1.00	1.00
	25c extra for each additional 50 lbs. No extra for additional wt.		
Calves— to 250 lbs...	1.50	.75	1.00
Lambs .....	1.50	.75	.75
CHICKENS, DUCKS, TURKEYS, GESE.			
Dressing ...	\$ .04 each	\$ .10 each	\$ .10 each
Drawing ...	.04 " "	.04 " "	.05 " "
Cooling, wrapping and freezing...	.02 " "	.03 " "	.05 " "
			Per lb.
Grinding hamburger and sausage.....	\$.01		
Grinding and seasoning.....	.02½		
Rendering lard .....	.02½		
Curing bacon and ham.....	.03		
Smoking .....	.01		
Freezing fruits and vegetables.....	.01		

## Operation Profitable

Operation of locker plants has been profitable for their owners in a large majority of cases. Butchers and meat cutters are generally employed on a fee basis. In some cases the plant receives 25 per cent of the cutting charge, the balance, in addition to the slaughtering charge, constituting the butcher's pay. In other plants the butcher is employed on a straight salary or on a salary and commission basis.

Locker rent varies from \$1.00 to \$1.50 per month and from \$7.50 to \$10.00 per year. Cost of power to operate the refrigerating equipment ranges from \$1.50 to \$2.00 per locker per year.

In the Minnesota bulletin previously referred to advantages and disadvantages of locker service to patrons are



## TYPICAL LOCKER PLANT

ABOVE—Farmer delivering half hog carcass slaughtered on farm.

CENTER—Butcher cuts meats and also make sausage for locker customers.

BELOW—Cuts are wrapped and stored in individual lockers to which only customer holds key.

summarized. These are stated as follows:

## Advantages Compared to Farm Butchering

1.—Frozen home-produced meats and poultry are likely to be more palatable than canned or cured meats.

(Continued on page 25.)

# WILSON Tonnage and Dollar SALES

## More Volume, Added Lines and Plant Improvement

INCREASES in both tonnage and dollar sales are reported by Wilson & Co., Inc., for the fiscal year ended October 30, 1937.



E. F. WILSON

Sales totaled \$282,746,155, an increase of 11 per cent over those of the previous year, and net earnings were \$2,507,527.89.

Current assets at the close of the year totaled \$43,558,201.04 and current liabilities \$11,591,723.63. Of current assets, \$3,533,988.59 were in cash and \$11,541,481.90 in accounts and notes receivable. Inventories totaled \$28,482,730.55. Earned surplus at the end of the year amounted to \$9,404,579.47.

Net earnings reflect the unusual operating conditions encountered in the industry during the year, said president Edward F. Wilson in presenting the report to the stockholders. Extreme changes in supply and demand conditions occurred, livestock supplies being fairly large the first half of the year with an upward trend in the demand for meat and by-products. During the summer livestock receipts decreased, particularly hogs and the better grades of cattle, resulting in sharp advance in cost of livestock and meat.

### Misleading Publicity

"Much misleading publicity was given to these advances," Mr. Wilson said. "Although it is true that cost of well-finished livestock and price of meats of best quality reached a relatively high level, bulk of supplies continued to sell at prices not greatly different from those prevailing during the preceding two years."

Despite efforts to get these facts before the consuming public, a wave of consumer resistance developed which had a pronounced effect on demand for all meats resulting in a reversal of price trend. This created heavy losses, "even though inventories of pork and lard were the lowest in the history of the company."

Consolidated statement of income and surplus for the company and its subsidiaries for the year ended October 30, 1937 was as follows:

INCOME AND SURPLUS			
Net sales and operating revenue .....		\$282,746,155.22	
Earnings before depreciation, interest charges and provision for federal income taxes .....		\$ 5,189,480.38	
Provision for depreciation .....		1,421,364.68	
		\$ 3,768,115.70	
Interest charges:			
Funded debt .....	\$ 870,370.63		
Other (including minority stockholders' portion of earnings \$21,730.06) .....	155,906.22	1,026,366.85	
		\$ 2,741,748.85	
Provision for federal income taxes .....		234,220.96	
Net earnings .....		\$ 2,507,527.89	
Earned surplus at October 31, 1936 .....		10,037,596.28	
Add—Credit arising from purchase of company's bonds and debentures for the sinking fund .....		7,687.87	
		\$ 12,552,812.04	
Deduct:			
Financial expense relative to issue of convertible debentures less premium .....	\$ 155,573.20		
Loss on property sold by subsidiary company .....	55,165.04	210,738.24	
		\$ 12,342,073.80	
Dividends paid or declared:			
On \$6.00 Preferred Stock (\$6.00 per share) .....	\$1,938,944.50		
On Common Stock (50c per share) .....	908,649.83	2,937,494.33	
Earned Surplus at October 30, 1937 .....		\$ 9,404,579.47	

### Meeting Increased Costs

Mr. Wilson cited the rise in wage rates to the highest in the history of the company and to increases in taxes and other costs which made profitable operation more difficult. Development of new products, improving quality and reducing costs as a result of activities of the research department aided in meeting increased costs.

Plants and equipment were maintained in good condition and the program of modernizing plants and other facilities was continued. The company expanded its facilities in the Southeast during the year by acquiring a packing plant at Columbus, Ga.

Increased advertising and expansion of promotional activities brought good results during the year just ended, and even greater advantage is expected as the cumulative effects become apparent, Mr. Wilson said.

### Allied Lines Developed

Activities in addition to meat packing included the manufacture of gelatine, industrial and toilet soaps and soap powder, stearic acid, red oil and pharmaceuticals. The company owns and operates poultry feeding and dressing stations, egg plants, creameries and cheese factories. It produces different types of insulation, air filters, curled hair,

tennis strings and medical sutures.

Shortening, mayonnaise and salad oil plants are owned and operated. Through subsidiaries, the company owns and operates packing plants in Brazil and Argentina and has interests in Australia and New Zealand. Products of these plants are sold largely in the country of location and by Wilson Meats, Ltd., London, England.

### FINANCIAL NOTES

Directors of Geo. A. Hormel & Co. this week declared a dividend of 37½ cents a share on common stock and the regular quarterly dividend of \$1.50 on class A preferred stock. Both payments will be made on February 15 to shareholders of record on January 29. Twenty-five cents has been paid quarterly on common stock since 1932.

Net profit of Loblaw Groceries, Ltd., for 28 weeks ended December 11 amounted to \$461,510 compared with \$439,840 in the like period a year earlier.

Procter & Gamble has declared a quarterly payment of 50 cents on common stock, payable February 15 to shareholders of record on January 25.

General Foods Corp. has declared a quarterly dividend of 50 cents, payable February 15 on stock of record on January 25.

A dividend of 6 per cent was paid to stockholders of the Reynolds Packing Co., Union City, Tenn., on January 1.

### PACKER AND FOOD STOCKS

Price ranges of listed stocks, January 12, 1938, or nearest previous date compared with a week ago.

	Sales.		High. Low.		—Close—	
	Week ended Jan. 12.	—Jan. 12.—	Jan. 12.	Jan. 5.	Jan. 12.	Jan. 5.
Amal. Leather..	3,300	3	3	3	23%	
Do. Pfd. ....	300	22	22	22	20	
Amer. H. & L. .	5,600	4¼	4	4¼	3¼	
Do. Pfd. ....	400	23	24¼	23	21½	
Amer. Stores ..	2,500	9½	9½	9½	8½	
Armour III. .	28,850	6½	6½	6½	6	
Do. Pr. Pfd. .	700	72	71¼	71¼	62	
Do. Pfd. ....	100	90	90	90	97	
Do. Del. Pfd. .	.....	.....	.....	.....	96	
Beecham Pack. .	200	98	97¼	98	97	
Boback, H. C. .	25	2¼	2¼	2¼	2¼	
Do. Pfd. ....	10	15¼	15¼	15¼	16	
Chick. Co. Oil. .	1,000	15¼	15	15¼	12½	
Childs Co. ....	3,700	5½	5½	5½	4½	
Cudahy Pack. .	700	17½	17½	17½	17¼	
Do. Pfd. ....	270	60	62¼	60	60	
First Nat. Strs.	500	33	33	33	29½	
Gen. Foods ....	4,900	33¼	32¾	32¾	30¾	
Gobel Co. ....	7,800	3¼	2¾	3¼	2¾	
Gr. A&P 1st Pfd.	125	120¼	120¼	120¼	120¼	
Do. New ....	1,875	49¼	48¼	48¼	48	
Hormel, G. A. .	300	21	21	21	16	
Hygrade Food. .	500	2¼	2¼	2¼	2	
Kroger G. & B. .	3,000	17¼	17	17¼	15½	
Libby McNeill. .	4,200	9	8¾	8¾	7¾	
Mickelberry Co.	800	3	3	3	2¾	
M. & H. Pfd. .	.....	.....	.....	.....	21½	
Morrell & Co. .	300	26¼	26¼	26¼	23½	
Nat. Ten. ....	1,700	4¼	4¼	4¼	8¾	
Proc. & Gamb. .	5,300	50¼	50¼	50¼	47½	
Do. Pfd. ....	240	118	118	118	118	
Rath Pack. ....	250	17¼	17¼	17¼	16¼	
Safeway Strs. .	2,600	22½	22½	22½	20¾	
Do. 5% Pfd. .	80	77	75¾	77	73	
Do. 6% Pfd. .	10	90¼	90¼	90¼	88	
Do. 7% Pfd. .	170	102	102	102	100	
Stahl Meyer ..	.....	.....	.....	.....	18	
Swift & Co. ....	6,000	18½	18½	18½	24¼	
Do. Intl. ....	2,400	27	26¼	26¼	24¼	
Trans. Pork ..	.....	.....	.....	.....	7¼	
U. S. Leather. .	1,500	6¼	6¼	6¼	6	
Do. A. ....	2,500	9½	9½	9½	8¾	
Do. Pr. Pfd. .	.....	.....	.....	.....	65	
Wesson Oil ....	2,000	32	32	32	29¼	
Do. Pfd. ....	100	73¼	73¼	73¼	74	
Wilson & Co. .	12,500	5½	5½	5½	5¼	
Do. Pfd. ....	300	58	56¼	55	49¾	

# PLANNING a Small SAUSAGE PLANT

**L**ABOR efficiency in the sausage manufacturing plant is measured by the average production per employee. It is directly dependent on volume of production. This, in turn, is influenced by quality of products and merchandising methods and policies, quality of management, plant layout and equipment.

Plant layout—understood to mean location of departments in respect to one another, and location of equipment in the departments—receives much consideration from sausage manufacturers because it directly influences labor efficiency, handling and production expenses and profit.

Cost to transport raw materials from operation to operation, and from department to department, adds nothing to quality and saleability of products. On the other hand, when such cost can be reduced the profit spread is increased in direct proportion to the saving made.

## Needs Layout Information

An Ohio meat wholesaler, planning to manufacture sausage, is seeking information on plant layout. "I would like some help," he says in a letter to THE NATIONAL PROVISIONER, "in planning my plant layout.

"I have a storeroom and basement 15 ft. wide and 50 ft. long. I intend to build a 15-ft. by 30-ft. cooler in the basement, and do boning and cutting there. Sausage manufacturing equipment will be installed on the first floor. An elevator will connect first floor with basement. I wish to put a smokehouse on the first floor. Could I construct this out of metal or brick?"

In order most effectively to plan a sausage manufacturing layout more information is required than this wholesaler has given. It is particularly important to know what kinds of products will be made and the approximate volume of each. It should also be known at what points on the floor plan raw materials will be received and finished products shipped, and whether products will be handled from the sausage manufacturing room to the shipping cooler on overhead rails and cages or trucks.

## Straight-Line Production

In planning a plant layout every effort should be made to secure straight line travel of product from receiving to shipping dock and reduce back tracking to a minimum. In this case raw materials will have to be taken from the receiving dock—assumed to be at the rear—to basement cooler; later transported to the sausage manufacturing room for grinding and mixing, back to the basement cooler for curing and again to the sausage manufacturing department for processing.

This will add considerably to production cost. However, the shape and small area of available space undoubtedly makes necessary location of the curing cooler in the basement.

From the loading dock raw materials should enter a receiving room equipped with a scale for checking weights. From this room they will go to the elevator which will take them to the basement. Elevator, therefore, should be handy to receiving room to reduce handling as much as possible. Also, entrance to basement cooler should be convenient to elevator.

## Plant Layout

Installation of only one cooler is mentioned. This prospective sausage manufacturer should have two—a curing cooler and a shipping cooler. Former should be maintained at 38 degs. F. and latter at about 45 degs. Attempting to hold finished goods in a curing cooler will result in high shrinkage and excessive condensation on products when they are shipped.

Presumably products will be loaded into trucks at front of building. If so, then the shipping cooler should be located at front and open onto loading

dock or into a shipping room, which in turn connects directly with the dock. An office also will be required. This should be so located that it can be entered from front of building.

Sausage manufacturing room should be at rear of first floor for convenience in receiving cured meats from curing cooler in basement. Smokehouse, cooking facilities and hot and cold water sprays should be located on the line of travel from sausage manufacturing room to loading dock.

A detail that should not be overlooked is space for cleaning and handling casings preparatory to stuffing. This might be found at the rear of the sausage manufacturing room or in basement.

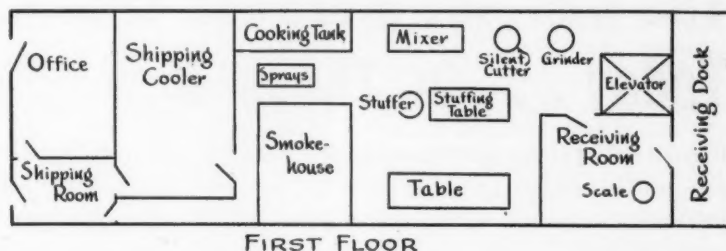
## Equipment Required

Equipment required will include a grinder, silent cutter, mixer, stuffer, stuffing table, ice crusher, fat cutter, meat trucks, sausage trucks or cages, etc.

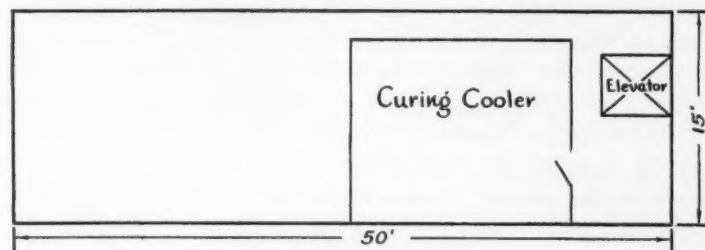
Capacity of this equipment should be governed by expected production. In this connection it might be well for the inquirer to keep in mind that a little extra capacity is often a decided production advantage.

Cooking facilities will be either an open steam-heated tank or a cooker of the cabinet type. The latter is preferred, as it eliminates labor and cost of handling sticks of sausage into and out of the cooker. In some plants these

(Continued on page 22.)



FIRST FLOOR



BASEMENT

## STRAIGHT LINE PRODUCTION FOR SAUSAGE

This diagrammatic sketch of equipment layout for a small sausage plant, to be located in basement and first floor of a long narrow building, provides for performing consecutive operations with little waste effort for handling raw materials and finished products.

Meat and trimmings are received at rear and loaded out at front of building. Grinder is located conveniently to elevator to reduce labor and time of handling meats from curing cellar to processing room and back to cooler. Receiving room might be done away with, but it is a convenience. (Sketch is not drawn to scale.)



The economy of the new  $\frac{3}{4}$  to 1-ton International Model D-15, 130-in. wheelbase truck accounts largely for its popularity in light-delivery work. This one is used by the St. Paul Sausage Company on its routes in St. Paul, Minn.

## You Can Get More for Your Money in a Truck Today . . . in These New INTERNATIONALS

Beautiful styling and sound engineering are combined in these trucks to provide important advertising value and peak performance at low operating cost.

You probably have admired the streamlined exterior of the New Internationals . . . when you examine and drive these trucks you will admire the many engineering improvements which are advancing the International reputation in the hands of thousands of new owners. And when you put them to work you will be

more than pleased with their greater earning ability hauling your loads.

Every type of load - every kind of hauling - can be exactly suited by these new Internationals. There is a full line, 26 models in 79 wheelbases, from the Half-Ton unit to the powerful Six-Wheelers that are licking the toughest trucking conditions in the world. See our nearby Company-owned branch or International dealer for complete details on the New Internationals.

**INTERNATIONAL HARVESTER COMPANY**

(Incorporated)

180 North Michigan Avenue

Chicago, Illinois

# INTERNATIONAL TRUCKS

# TRUCK BODY *Selection in* Planning MEAT DELIVERY

**P**RIME truck requisites for efficient meat distribution are these:

Convenience, economy and reliability in operation,

Capacity sufficient for route on which truck will be used,

Ability to maintain fresh and processed meats in good condition between meat plant and retail sales outlet,

Attractive appearance, to give sales and advertising value.

The packer's problem of deciding on delivery equipment today is largely one of selecting bodies. Truck design and construction have been developed to the point where operating reliability is accepted as a matter of course, and it only remains for the packer to decide on design and capacities to suit his needs and his fancy.

## Factors in Body Selection

Bodies are more of a problem. This is not because body builders have not kept pace with developments in truck design and construction, but for the reason that varying conditions exist in different parts of the country—even on routes in a particular territory.

one or more of their truck body problems.

## A New Body Design

The meat body shown in the accompanying illustration was designed after a long study of meat distribution requirements on what might be considered a route of average length. It is 132 in. long inside, 68 in. wide and 66 in. high. Wedge type doors are installed at rear and on curb side.

The pleasing appearance of this unit is apparent. It is a detail to which the designers gave considerable thought, in view of the importance of attractive lines in building good will and consumer demand for products the truck will carry. Body is lined throughout with galvanized sheet iron, so that thorough cleaning can be done by flushing with a hose. A dome light is installed in the ceiling for convenience of driver when he is selecting a customer's order.

## Refrigerating Method

Refrigeration is provided by two F239 Kold-Hold units. One of these is installed on the left side and one at the front. Units are placed behind galvanized air shields equipped with drip



**NEW TRUCK BODY DESIGN**

Body is heavily insulated and equipped to maintain any desired temperature. It is 132 in. long inside and lined with galvanized sheet iron.

Insulation, refrigeration, length of route, character of products transported, climatic conditions, highway regulations, traffic conditions, character of service to be rendered, etc.—these are conditions which must be taken into consideration in selecting bodies.

These influencing factors are not always clearly defined. Packers are always interested, therefore, in new meat body types as containing details of design and construction which will solve

problems and movable shutters. By regulating these shutters the volume of cold air passing over the unit—and consequently temperature of the interior of the body—can be closely and uniformly regulated. In this case shutters are manually operated. They could be equipped with automatic controls, however, eliminating the need for driver attention.

These two Kold-Hold units have sufficient capacity to hold the body tem-

perature at any point desired for as long as the truck is liable to be on its route. They are arranged to be recharged from the central refrigerating system at the plant. Four inches of Dry-Zero insulation is installed in sides, ends and roof. Four inches of cork is placed in floor.

## An Exhibition Tour

Many packers will have the opportunity to personally inspect this truck and see its interesting features at first-hand, as it is the intention of its builders—Batavia Body Co., Batavia, Ill.—to send it on tour to call on packinghouses in various parts of the country.

## MOTOR TRUCK IMPORTANCE

Evidence of the increasing importance of motor truck transportation to agriculture and industry, and its importance in the employment of labor, is indicated in the 1937 edition of "Motor Truck Facts" released recently by the Motor Truck Committee of the Automobile Manufacturers' Association. "That motor truck transportation is as indispensable to public welfare as any other public agency is found in the production, use and employment figures we gathered," says Arthur C. Butler, secretary of the Motor Truck Committee.

"Registration of motor trucks has reached a new high of 4,023,606 vehicles, and these units employ over 3,000,000 men delivering essentials from production plants to the door of the consumer.

"Nearly 100 per cent of the milk is moved into the majority of leading cities in motor truck units. Where less than 2 per cent of the livestock was transported by motor trucks in 1916, now approximately 54 per cent is brought into the leading markets over the highways.

"The annual tax bill of motor truck owners, excluding that which is paid in personal property taxes on trucks in operation, income and property taxes on garages, terminals, repair shops and trucking companies, totals \$383,563,000, an amount which it is estimated would build 10,000 miles of first class roads."

Some other facts recorded in the booklet are:

1.—Trucks above 5 tons capacity are taxed nearly 4 times those of 1½ tons or less.

2.—Large truck fleets are owned largely by private shippers.

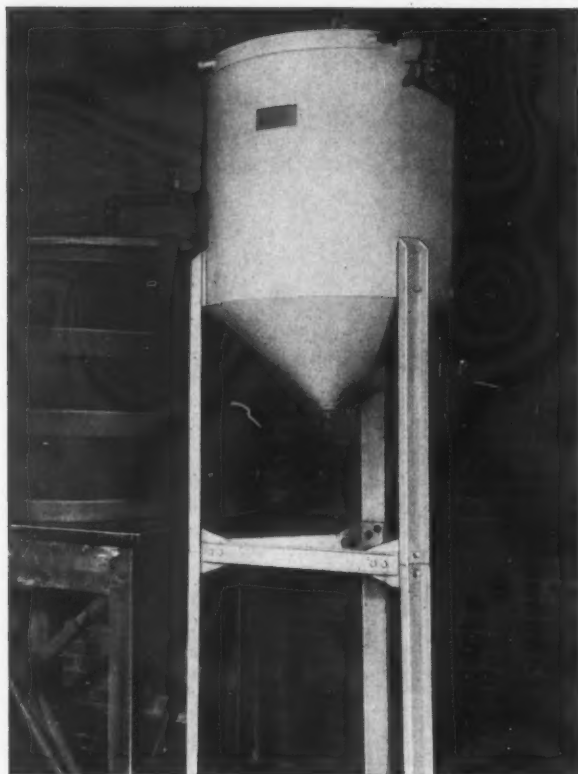
3.—Nearly \$600,000,000 is grossed annually by for-hire trucking concerns. Half of this revenue is received in 8 east and midwest states, including Illinois, Indiana, Massachusetts, Michigan, Ohio, Pennsylvania, New Jersey and New York.

4.—48,000 communities depend solely on motor trucks for transportation.

5.—Table containing state limitations on motor truck sizes and weights.

6.—\$900,000,000 worth of livestock was hauled over the highways last year.

# SAVINGS



*The Lixate installation illustrated is in the plant of the O. H. Dickman Fish Company, Cincinnati, Ohio, where the Lixate Process is used for making clear, economical brine.*

*The*  
**LIXATE**  
REG. U.S. PAT. OFF.

*Process*

**FOR MAKING BRINE**

## **INTERNATIONAL SALT CO., INC.**

GENERAL OFFICES: SCRANTON, PA., and NEW YORK CITY  
SALES OFFICES: Buffalo, N. Y. • Philadelphia, Pa. • Boston, Mass. • Baltimore, Md. • Pittsburgh, Pa. • Newark, N. J. • New York, N. Y. • Richmond, Va. • Atlanta, Ga. • New Orleans, La. • Cincinnati, Ohio • St. Louis, Mo. • REFINERIES: Watkins Glen, N. Y. • Ludlowville, N. Y. • Avery Island, La. MINES: Retsof, N. Y. • Detroit, Mich. • Avery Island, La.

## **MAKE A REAL SAVING ON BRINE PRODUCTION COSTS FOR 1938 . . .**

**Y**OU can make four important savings in your plant with the Lixate Process for Making Brine. You will cut down the labor cost for handling salt, lower the cost of mixing brine, and reduce your present expense for distributing brine throughout your plant. In addition you can stop waste—for packers report savings due to increased efficiency, as well as a saving of 10% to 20% on the amount of salt required.

Using Rock Salt you can have a constant supply of brine available at the turn of a tap. It will be a far cleaner, clearer, purer brine. It will be a fully saturated brine—uniform, dependable, and automatically produced.

The simplicity, cleanliness and convenience of the Process appeals to all packers who seek plant improvement. There is no fuss, no disagreeable hand-mixing—no sponge beds or filters to clean.

The rock salt flows by gravity from a hopper to the Lixator. Water is supplied automatically, and flows through a salt bed until it is fully saturated, self-filtered, crystal clear and pure. Brine flows by gravity to a storage tank, from which it is piped to any part of the plant.

The Process is adaptable for production in any quantity. It has never failed to make remarkable savings in addition to its great convenience. If you like, a Lixate Engineer will call, without obligation, and show you how 1938 can bring you real savings in brine production. Write for the Lixate Book, describing the Process and illustrating typical installations. International Salt Company, Inc., Scranton, Pa.

## **INTERNATIONAL HEADQUARTERS AT THE NATIONAL CANNERS' CONVENTION**

Full information about the Lixate Process, and all grades of International Salt for canning and food packing will be available at International Salt Headquarters Suite, 1306-08-10, Hotel Congress, Chicago, Jan. 23 to Jan. 28 inclusive.

# PROCESSING POINTS *for the trade*

## Strassburger Sausage

A Southwestern sausage manufacturer wants to know how Strassburger liver sausage is produced. He writes:

Editor THE NATIONAL PROVISIONER:

We understand there is a product called Strassburger liver sausage which differs somewhat from either plain liver sausage or Braunschweiger. Can you tell us how Strassburger is made?

The principal difference between Strassburger and regular liver sausage is that the former product contains a considerable amount of diced back fat and diced liver.

**MEATS.**—A meat formula for Strassburger liver sausage is as follows:

- 40 lbs. fresh pork liver
- 30 lbs. fresh regular pork trimmings or skinned jowls
- 15 lbs. cooked and cubed pork liver
- 10 lbs. cooked and cubed back fat
- 5 lbs. lean veal

**SEASONING.**—For seasoning use:

- 3 lbs. salt
- 1½ lbs. onions or 3 oz. onion powder
- 6 oz. white pepper
- 2 oz. mace
- 1 oz. marjoram
- 1 oz. cardamom

Processors are finding it convenient to use ready-prepared or specially prepared seasonings, as manufactured by reputable firms, in making their sausage products. Such seasonings also insure that each batch of sausage will be flavored like other batches.

**PROCESSING.**—Scald raw hog liver and grind with veal through ½-in. plate. Place liver in silent cutter and chop for a short time. Add regular pork trimmings, after they have been ground, and chop all together in silent cutter with seasoning added. After liver, veal and trimmings have been chopped in silent cutter the meat is placed in mixer with cooked diced liver and back fat. If desired, about 4 lbs. of peeled pistachio nuts may also be added at this time. Put mixture in stuffer after materials have been thoroughly intermingled.

**STUFFING.**—Stuff sausage meat in artificial casings, or if in hog bungs (narrow ends), about 8 in. long to about half capacity, so product does not burst in cooking. If stuffed in bungs tie sausage in center of each piece to form pairs. Cook for 40 to 45 minutes at 170 degs. F., or until temperature at center of sausage is brought up to at least 140 degs. The product is then chilled in cold water and hung in cooler to set or first given a very light smoke.

When Strassburger liver sausage is stuffed in plain transparent or opaque artificial casings it should be cooked for

70 minutes at 160 degs. and should then be chilled in ice water. Product is hung in cooler overnight to set and may be sold on the following day.

If a lasting pink shade is desired in this sausage, about ¼ oz. nitrite of soda dissolved in water may be added to meats in silent cutter.

## HOLDING D. S. MEATS

A small Southern packer wants to slaughter rough hogs and put down the meat for sale next July to October. He writes:

Editor THE NATIONAL PROVISIONER:

We wish to slaughter rough hogs now and put down the meat for sale during the later summer and early fall months. Can you suggest methods of curing and storing which will give best results? We have considered pumping the thicker parts of the carcass rather heavily and then curing in dry salt.

Even under the very best conditions this packer would have trouble in holding the meat in first class condition for so long a time. His idea of pumping the thicker parts of the carcass rather heavily and then curing in dry salt is

all right. The meat would need to be overhauled at intervals of 30 to 60 days after it was fully cured and the packs would have to be very thoroughly covered with salt so that air was shut out to avoid rancidity.

Packers who store product under the very best refrigeration conditions frequently find it difficult to keep pork six months or longer without some rancidity. The surest way to hold the meat would be to cure as indicated, wrap it in freezer paper, freeze at 10 to 15 degs. below zero and then store at a steady temperature of 10 to 12 degs. above zero. If facilities will not permit of this it will be necessary to watch the meat closely to avoid rancidity. Such meat will be very salty when taken out of cure.

## PRODUCT FOR WEST INDIES

An Eastern meat packer writes to ask how pig tails, snouts and chitterlings are packed for shipment to the West Indies. He says:

Editor THE NATIONAL PROVISIONER:

Can you tell us how pig tails, snouts and chitterlings are packed for export to the West Indies?

Ears, feet, tails and snouts all have some outlet in the West Indies. They are cured in pickle and are then drained for 48 hours, weighed and thoroughly salted. They are then packed in 25-, 50- or 100-lb. boxes. Ends of the boxes are ¾ in. material; sides, tops and bottoms ½ in. material. Boxes are strapped on each end. Wire-bound boxes may be used. Dry cured chitterlings could be included in such containers.

In curing chitterlings they are rubbed carefully with salt, packed in layers of salt and overhauled in three days. Or they may be packed in a perforated tierce with about 30 per cent salt. After draining in this tierce overnight, they are shaken partially free of salt and re-salted again with enough salt to equal 30 per cent of the weight at time of shipment.

If 100-lb. boxes are used or even 50-lb. they are usually divided into three compartments. This makes it possible to keep each product separate.

## BACON for Slicing

• • •

Many packers who make sliced bacon are not satisfied with their results. They handle the bacon for slicing as if it were to be sold as slab bacon. *This cannot be done.*

If the bacon is not prepared right it is likely to mould when it is sliced and packaged, especially if it is held in the retail market for some days.

Sometimes the packer thinks this is the fault of the wrapping or container. This is not the case. *The trouble is in the method of handling.*

Instructions for preparing bacon for slicing have been published in THE NATIONAL PROVISIONER. Subscribers can secure copy by sending 10c in stamps with request on the attached coupon.

The National Provisioner

407 So. Dearborn St., Chicago, Ill.

Please send me instructions on "Bacon for Slicing."

Name .....

Street .....

City .....

(Enclosed find 10c in stamps.)

## WATCH YOUR KILLING FATS

It is important that killing fats should go directly to the rendering kettle. "PORK PACKING," The National Provisioner's pork plant book, explains why and gives many other important details of lard rendering.

## PLANNING A SAUSAGE PLANT

(Continued from page 17.)

cooking cabinets are also used to wash cages and trucks.

### Smoking Facilities

Smoking is one of the most important and critical operations in sausage manufacture. Therefore efficient smoking facilities should be provided. It is doubtful if a homemade metal smokehouse, such as this wholesaler indicated he would like to construct, would prove practical.

Steel smokehouses of required capacity are available from manufacturers who have specialized in such equipment, and

have been generally adopted in preference to the old type of brick smokehouse for such capacities as this inquirer specifies.

Apparently the plant is to be located in a built-up section of the city. There are, therefore, matters of insurance and fire laws to be considered. Nothing should be done toward planning or constructing a smokehouse until it has been determined what is legal and permissible. If a metal type smokehouse is desired it certainly would be the safer course to purchase one of a proved design, rather than to attempt to build one which, when placed in operation, might or might not be satisfactory.

Consideration must also be given to a

source of heat for cooking, smoking, showering, cleaning, etc. Small boilers, generating a steam pressure of 5 to 10 lbs., and equipped with automatic gas burner, are ideal for the small sausage manufacturing plant. Compressor could be located in basement.

Equipment manufacturers have had wide experience in sausage plant layouts of all sizes and can be of great help to such inquirers in advising them on these matters.

### DEALERS NOT PROCESSORS

California retail meat dealers making sausage, corning beef and performing similar processing operations are not subject to inspection and regulation by the state department of agriculture, according to a recent ruling in superior court of Marin county, California. The court indicated belief the legislature had never intended the meat inspection law to be interpreted in such a manner. The decision may be appealed.

The test case was brought by California Retail Meat Dealers' Association against the state department of agriculture. The state's attorney general contended that manufacture of sausage and hamburger and curing of beef in retail stores came under agricultural code provisions requiring inspection in establishments manufacturing meat food products. Attorney for the dealers argued that "establishments" did not mean retail stores and that manufacture of meat food products meant something more than curing, grinding or flavoring meat.



Ahead of the parade—or just one of the crowd: where can you class your product?

Good sausages and meat loaves—the kind you can be proud of—are made of the better cuts of meat and they contain dry milk solids to definitely improve their quality; finer flavor and higher nutritive value, as well as important improvements in color, texture and moisture retention.

Our Sausage Service department will be glad to help on any questions concerning the use of this valuable ingredient and the importance of buying high grade dry milk solids properly packed to protect its goodness.

## American Dry Milk Institute, Inc.

DRAWER P, 221 N. LA SALLE STREET  
CHICAGO, ILL.

### WINTER MEAT LOAF HELPS

Meat loaf business that suffers from winter chills is given a diagnosis and a cure is prescribed in the "Visking Loaf Clinic," a direct mail promotional folder developed by the Visking Corp., Chicago, "consulting physicians on winter loaf business." An ailing meat loaf, complete with clinical thermometer, is pictured on the cover.

Within the folder the well-known symptoms and causes of winter-time slump are listed, such as "women consider meat loaves a warm weather item" and "salesmen claim they cannot maintain volume." The cure for ailing loaf business—an uncooked meat loaf prepared and ready for the housewife's oven—is prescribed. This new type of loaf is composed of fresh meats and spices, designed for winter selling, and cuts processing costs by eliminating cooking.

A photograph of the new loaf surrounded by potatoes and other vegetables is shown on the folder's third page. Adjoining is an envelope labeled "Dose," containing a card on which the reader may request sample casings, formulas and full details.

The entire folder is designed to stimulate interest of processors who want to maintain loaf volume in winter.

**At Last It's Here . . . A Modern, Quick-Change**

## **COMBINATION**

**U. S. BERKEL S.**

### **Heavy Duty DRIED BEEF and BACON SLICER**



● This new Model No. 4 is far ahead of all others with its exclusive Quick-Change feature. Just as easy as shifting automobile gears to change from slicing more than 400 slices per minute

of Dried Beef to slicing Bacon any thickness desired. All slices are stacked in perfect alignment, ready for wrapping, as fast as they leave the knife.

**Always Sharp**—An automatic sharpener puts a keen edge on the concave circular knife in a few seconds, without removing it.

Designed especially for small space and to meet the needs of packers with medium size production of Sliced Dried Beef and Bacon.

#### **U. S. Heavy Duty Bacon Slicer**

You can slice and package up to 1500 pounds of Bacon per hour, with room temperature at 50° or 60°. Bacon does not have to be "sharp" frozen.

A remarkable new attachment slices *thin* bacon 45% wider.

*Send for complete details about the Model No. 4 and the Heavy Duty Bacon Slicer.*

**U. S. SLICING MACHINE CO.**

Originators of Slicing Machines in 1898  
Heavy Duty and Light Duty Models for Every Purpose  
**LA PORTE, IND. U. S. A.**



# Examine service records to prove corkboard's long life!

## *Armstrong's Corkboard installed more than thirty years ago is still in service*

**I**N the final analysis, the test of any insulating material is the length of efficient service it gives. No matter how good it is to start with, the insulation that loses its efficiency in a short period of service is a poor investment.

When you insulate with Armstrong's Corkboard, you're protecting cold rooms for a long time. Some of the early Armstrong installations, made more than thirty years ago, are still in daily service, still economically holding low temperatures.

Armstrong's Corkboard Insulation is highly efficient. And because

it resists the moisture that is always encountered in low temperature work, this insulation keeps its efficiency. Properly installed, Armstrong's Corkboard saves refrigera-

tion dollars, protects cold room temperatures dependably through years of hard service.

Investigate before you buy insulation. Check not only for low thermal conductivity, but for moisture- and fire-resistance, strength and permanency as well. You'll find that Armstrong's Corkboard rates high on every count.

And ask about the Armstrong Contract Service. Armstrong engineers will gladly help you plan insulation construction. Trained workmen and supervisors attached to each Armstrong office assure proper installation on jobs of all types. Write today to Armstrong Cork Products Co., Building Materials Div., 952 Concord St., Lancaster, Pa.

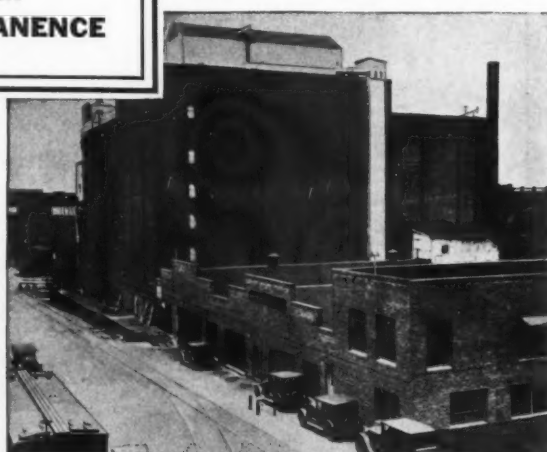


### CHECK THESE FIVE POINTS WHEN YOU BUY INSULATION

1. Conductivity
2. Moisture-Resistance
3. Fire-Resistance
4. Strength
5. PERMANENCE



In the Sheriff Street Market, Cleveland, Cold Storage Warehouse "C" (rear building shown above) was insulated with Armstrong's Corkboard in 1907. Warehouse "D" (front) was insulated in 1915. The original corkboard still serves economically.



Since 1904, the Merchants Ice & Storage Company's plant in San Francisco has been operated day and night. And the original Armstrong's Corkboard that was installed more than three decades ago holds the low temperatures required today.

## Armstrong's CORKBOARD INSULATION

CORK COVERING FOR COLD LINES

• INSULATION SUNDRIES

# REFRIGERATION and Air Conditioning

## Plant Cooling Notes

For the Meat Employee Who Is  
Interested in Refrigeration.

### Cooler Timber Finish

**A** PACKER planning to construct a new sales cooler wishes to use a method of treating the rail supporting timbers which he has been told stands up well and is very attractive. He writes:

EDITOR THE NATIONAL PROVISIONER:

We have heard that in the sales cooler of a certain meat plant the timbers supporting the overhead rails are treated with linseed oil and spar varnish instead of being painted. We are informed that the effect is very pleasing and that the protection given to the wood is standing up very well.

We are planning to build a new sales cooler and thought we might treat the rail timbers in this manner. Will you please tell us the difference between raw and boiled linseed oil, and which would be better for us to use.

A member of THE NATIONAL PROVISIONER staff had the opportunity recently to inspect the sales cooler to which this inquirer refers. It was one of the most attractive he had ever seen, the manner in which the rail timbers were finished adding much to the room's good appearance.

These timbers were finished last summer, so that it is too early to draw any conclusions as to how the finish will stand up. However, it will probably be satisfactory, for the reason that the cooler is air conditioned and there is little or no moisture on the timbers to break down the protecting film.

### How Timbers Were Painted

The timbers were given two coats of boiled linseed oil, the first coat being permitted to dry thoroughly before the second coat was applied. After the second oil coat was dry a coat of high grade spar varnish was applied, followed by a second coat when the first was dry.

Boiled linseed oil is made from raw linseed oil by heating the latter and adding certain drying compounds. The name "boiled" is somewhat misleading, because the oil is not really boiled, but merely raised to a temperature sufficient to incorporate and dissolve the drying compounds.

Boiled linseed oil is used for the same reason that a painter adds dryer to a paint mixed with raw linseed oil. Specifically, the use of boiled oil on the one hand and the addition of dryer to a raw linseed oil paint on the other are merely different methods of hastening the drying of a paint film. Both methods are in common use.

A description of boiled linseed oil and

its properties appeared recently in the Dutch Boy Quarterly, published by the National Lead Co. This is in part:

### Boiled Linseed Oil

"The outstanding characteristic of boiled linseed oil is its drying property. Boiled linseed oil spread out in a thin layer on a pane of glass will dry in approximately 12 hours. A film of raw linseed oil of the same thickness, to which no dryer has been added, usually required from 72 to 96 hours to reach the same state.

"Primarily, because of the heat treatment which it receives, boiled linseed oil possesses certain other qualities which distinguish it from raw oil. The most apparent difference is color. Raw linseed oil is a pale, straw colored liquid. Linseed oil treated with drying compounds and heated has a relatively deep wine color, similar to claret. However, boiled linseed oil, like raw linseed oil, bleaches out when exposed. This does

not affect the color of the paint with which it may be mixed."

The viscosity of boiled oil is somewhat greater than that of raw oil and the former product is usually considered somewhat better for sealing and priming purposes. For use in priming timbers in a cooler, boiled linseed oil is to be preferred to raw oil.

### MEAT LOCKER PLANT GROWTH

Continued from page 15.)

2.—Freezing eliminates drudgery of home canning.

3.—Locker storage permits more latitude in selecting time of year for butchering. Immediate and thorough cooling under controlled temperature is possible. This permits proper aging of beef and lamb before freezing.

4.—Storage under controlled tempera-



### COOLER WOODWORK IN NATURAL COLORS

Air conditioning, by keeping walls and ceiling dry, has largely solved the problem of securing a good paint job in the sales cooler. It is also making possible the effective use of other surface treatments for improving appearances.

In this sales cooler the timbers are painted. In some of the newer plants linseed oil and spar varnish are being used on woodwork instead of paint. A very pleasing effect is secured.

ture is likely to result in less spoilage than on farms where freezing weather is depended on for preservation of fresh meat during winter months.

5.—Meat cutting by an experienced cutter is likely to result in better utilization of the carcass than would be the case with most farm cutting.

6.—In locker plants where curing and smoking facilities are provided quality of cured products will be better than when farm cured.

#### Disadvantages Compared to Farm Butchering

1.—Inconvenience of securing meat from locker.

2.—Cash outlay for service and storage may be greater than when meat is canned on the farm.

#### Advantages Compared to Retail Purchasing

1.—Saving effected by use of a cold storage locker has been pointed to by many writers. One writer says farm families reported savings from \$100 to \$200 annually. Though this may be possible, undoubtedly they would be extreme cases and many factors should be considered in a fair estimate of the amount of such savings. Some of the more important of these factors are:

- (a) Varying service charges between plants.
- (b) Locker rental cost per pound of

product which has been stored in it. The larger the annual volume, the lower will be the cost per pound for locker rental.

(c) Volume of products consumed annually by the family.

If we assume that a saving of 7c per lb. of meat were possible, then one family consuming 1,500 lbs. would save \$105, while a family consuming 500 lbs. would save only \$35.

2.—Higher quality of beef farmer may use. Two things should be considered in this connection. Will the farmer kill the better grade cattle for locker storage? Is this an advantage only in areas producing high grade beef?

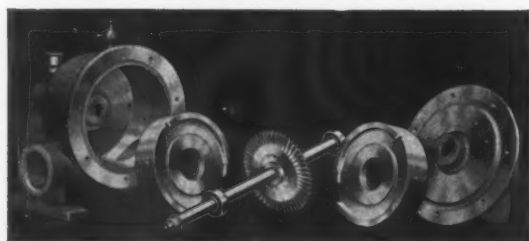
#### Disadvantages Compared to Retail Buying

1.—Family must consume the entire carcass. This involves consumption of some cuts which they would not be required to consume if they purchased meat at retail.

2.—Necessity of planning meals so that choice cuts will not be used first, leaving cheaper cuts for later consumption.

3.—Frozen meats must be taken from storage in advance of time needed to permit slow thawing.

4.—Lack of qualified inspection of animals for disease. This of course, is true of animals which are now butchered on farms or killed by local butchers.



## WESTCO Patented Removable LINERS

Westco is the Original Turbine type pump—the only pump with Patented Removable Liners—the pump with the extra-wide operating range that maintains top efficiency despite head variations. It has only one moving part—the Impeller—which has no metal-to-metal contact.

For more than 20 years WESTCO has been the standard by which the merits of all pumps of this type have been measured. Those having plant circulation problems look to Westco for the utmost in performance whether for handling water or brine or for boiler feed service.

Write us about your pumping problems. We will be glad to furnish complete engineering data prepared by our competent engineering staff to aid you in properly selecting a type of pump for your particular job. Westco Pumps are ideal for boiler feed service, for circulating systems either brine or water, and for general pump usage.

## MICRO-WESTCO, INC. BETTENDORF, IOWA

NEW YORK - CHICAGO - PHILADELPHIA - BOSTON - SAN FRANCISCO - LOS ANGELES

### NEW LOCKER PLANTS

Farmers of St. John River valley in Maine are planning cooperative cold storage plant at Fort Kent.

O. P. Skaggs System Stores recently let contract for locker plant at Preston, Ida.

Dave Christian locker plant at Nevada, Ia., has been sold and will be operated by John Kennedy.

New building to house cold storage locker plant is being erected by E. J. Welland at George, Ia.

Ward Gibson of Osborne Ice Co. has plans for 300-locker cold storage plant at Osborne, Kan.

Kootenai County Grange Supply, Post Falls, Ida., plans to erect a cold storage locker plant.

Anacortes Ice Co. is erecting a cold storage locker plant at Anacortes, Wash.

Kleeman Bros. plan to erect a warehouse and cold storage plant at Shawano, Wis.

C. G. Steele Cold Storage Co. has opened a locker unit at Waterville, Kans.

Refrigerated Meat Lockers has opened a cold storage plant at Fulda, Minn.

Benson Cooperative Creamery, Benson, Minn., is building a 550-locker storage plant.

Dalton Cooperative Creamery is building a 210-locker storage plant at Dalton, Minn.

W. A. Davis is installing a cold storage locker plant at Preston, Ida.

Evansville Cooperative Creamery Co., Evansville, Minn., is building a 300-locker cold storage plant to be opened in near future.

### A.S.R.E. MEETING

An exceptional program of technical papers on current refrigeration and air conditioning problems has attracted a large advance registration for the 33rd annual meeting of the American Society of Refrigerating Engineers, which opens on January 25 at the Hotel Roosevelt in New York City. The convention lasts three days, and the refrigeration men in attendance will also get to take in a joint session with the A.S.H.V.E. and the International Heating and Ventilating Show in nearby Grand Central Palace, where all the newest equipment in these fields will be on display.

### FROZEN POULTRY STOCKS

Stocks of frozen poultry on hand January 1, 1938, with comparisons:

	Jan. 1, 1938.	Jan. 1, 1937.	5-yr. Jan. av.
	M lbs.	M lbs.	M lbs.
Broilers .....	9,797	27,581	17,207
Fryers .....	10,853	20,113	15,242
Roasters .....	20,465	39,188	35,736
Powls .....	24,247	32,699	21,140
Turkeys .....	25,320	35,180	20,196
Ducks .....	5,781	4,515	3,865
Miscellaneous .....	20,857	28,654	19,079
Total .....	128,320	187,887	132,485

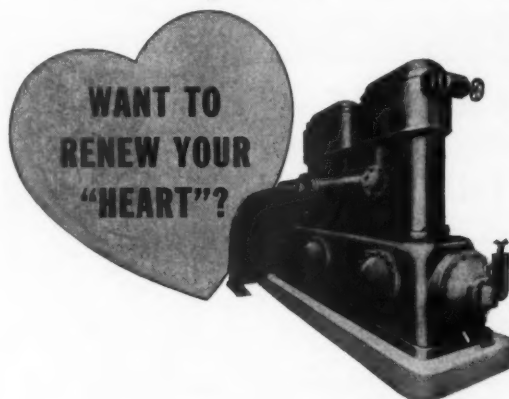
## Thinking of Air Conditioning? SEE WHAT THEY SAY ABOUT YORK

### HE KNEW WHAT HE WANTED!



### and Four-Figure Profits Prove He Was Right

In building his new plant Jacob Foster II of Manchester, New Hampshire, made use of many new ideas, among them York air conditioning. Events have proved that his judgment was sound. As evidence he now writes, "When we got rid of old-fashioned uncontrolled packing-house weather we got rid of a back-seat driver who was costing us real money. Now with York air conditioning throughout our entire storage, smoke house and also sausage manufacturing plant, we order our own weather. And what that has done to our profits is written in four figures."



The "heart" of most meat packing problems centers in your "compressor." Today York offers you a completely new one. A High-Speed, Multiple-Cylinder Ammonia Compressor with which you can have 100 to 800 tons refrigerating capacity on a single frame. H.P. per ton is amazingly low as are space requirements. Variable capacity is possi-



Accurately controlled air is supplied to this Beef Storage Cooler through a slotted duct carried along the ceiling.



In the new Foster Smoke house the conditioned air is supplied through ducts placed along the floor. Return air is drawn out through ducts in walls near the ceiling.

ble (through automatic or hand operated devices) for reducing capacity at constant compressor speed.

Renew your old "heart." Easy terms of payment are yours on this outstandingly new one offered only by York. Use the coupon for particulars or look in the Classified Section of your phone book for the nearest York Headquarters Branch.

YORK ICE MACHINERY CORPORATION, YORK, PENNSYLVANIA  
Please send me facts about the newly developed  
York High-Speed Multiple-Cylinder Ammonia  
Compressor.

Name .....  
Street and Number .....  
City ..... State ..... NP-1

**YORK** Headquarters for Mechanical Cooling since 1885  
AIR CONDITIONING  REFRIGERATION

# KOLD-HOLD

## TRUCK REFRIGERATION

**A REVELATION OF LOWER COST  
and Better Product CONDITION  
to Every NEW USER**    ♪   ♪   ♪   ♪

**Costs  
as little  
as 10¢  
Per Truck  
per Day**

*Write for Complete  
details Now*



**"Positively the most marvelous refrigerating system I  
have ever seen."**

*From a Food Distributor*



**"Almost unbelievably low cost of operation. Wonderful  
efficiency in maintaining temperature."**

*From a Packer*



**"My trade is increasing . . . products are much more  
appetizing."**

*From a Meat Distributor*



**"Salt and ice formerly used . . . yearly cost \$700 . . .  
Yearly current cost with Kold-Hold is \$60."**

*From a Packer*



**"I often wonder how I got along with the old job."**

*From a Meat Distributor*

**KOLD-HOLD MANUFACTURING CO., LANSING, MICHIGAN**



*The Finishing Touch*

**A  
Hill  
De Luxe  
DOOR**

THIS handsome Oak front door, with its modern chromium plated hardware, improves the appearance and the efficiency of any cold storage room. Also made with front of Ash, stainless steel, and other finishes. • Send for 32 page catalog describing complete line of HILL Cold Storage Doors.

**C. V. HILL & CO., Inc., TRENTON, N. J.**  
HILL Products Division

**I ADVISE A  
REST AND  
THOROUGH  
GOING OVER**



Does your plant have its elevator "sick list" too? You'll find Montgomery Elevators are on the job long after others have been replaced. Montgomery Elevators are built to deliver economical service year after year without costly and inconvenient repairs and adjustments. Don't wait for a breakdown! Learn today how economical it is to operate Montgomery Elevators.

*Write for Full Details and List of Packing House Installations*



*Elevator Specialists for the Packing Industry*  
**HOME OFFICE and FACTORY—MOLINE, ILLINOIS**  
*Branch Offices and Agents in Principal Cities*

# BUYER'S GUIDE

## *to new machinery, equipment and supplies*

### STANDARD TRAILER MODEL

A new standard trailer model, specially designed for handling cargoes such as meat, which require utmost protection against rough handling, heat, cold, dust and theft, has been announced by the Highway Trailer Co., Edgerton, Wis. This job, known as the Roadmaster, is highly streamlined and attractive on the road. It is built with standard foundation type skirting, medium depth skirting and without

as the three methods of heat transfer and the use industry makes of this knowledge, are taken up in detail in the second chapter.

The story of what science is accomplishing in the field of heat conservation, and in the development of materials specifically designed for insulation and reduction of heat loss, is contained in the third chapter.

The fourth and fifth chapters are perhaps of most value to engineers and those interested in the subject of heat conservation. These chapters describe modern materials available for conserving heat, and the specific uses of these materials. How the economical thickness of an insulation is figured, and the reasons why certain insulations are better for one purpose than another, are discussed in detail.

"Heat" is profusely illustrated throughout, containing more than 70 pertinent charts, photographs and drawings. Copies are available free upon request to Johns-Manville, 22 East 40th st., New York City.

### F-M DIESEL SALES HEAD

Appointment of T. M. Robie as manager of the Diesel sales division of Fairbanks, Morse & Co. has been announced by vice-president A. C. Dodge. Mr. Robie has been associated with Fairbanks-Morse since 1919, and since 1932 has been in charge of Diesel sales to resale manufacturers. Previously he had 9 years experience with F-M on Diesel engine designing, testing and building.

### NOVOID CORK INSULATION

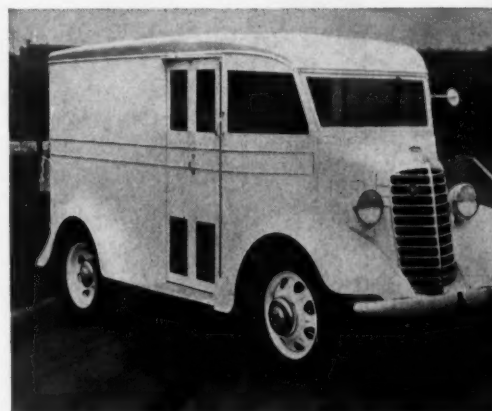
Cork Import Corporation has appointed the following as exclusive distributors of Novoid cork insulation products in territories adjacent to their respective cities: Badham Insulation Co., 1312 Webb Crawford Bldg., Birmingham, Ala.; Herre Bros., 2250 N. Seventh st., Harrisburg, Pa.; C. T. Patterson Co., Inc., 800 South Peter st., New Orleans, La.

### RESEARCH AND DEVELOPMENT

H. A. Goodwin, for many years advertising manager of the Continental Can Co., has also been placed in charge of the newly-created market research and development departments. Mr. Goodwin's headquarters will continue to be in New York City.

### SHORT-COUPLED TRUCK

A truck specially designed for use in congested territory where stops are frequent—said to be the only unit of the kind to be built by an exclusive truck manufacturer—has been announced recently by Mack Trucks, Inc. This truck, shown in the accompanying illustration, is available in wheelbases from 108 to 139 in. Chassis and body are short coupled, providing a short turning radius and ease of handling in



### FOR CROWDED ROUTES

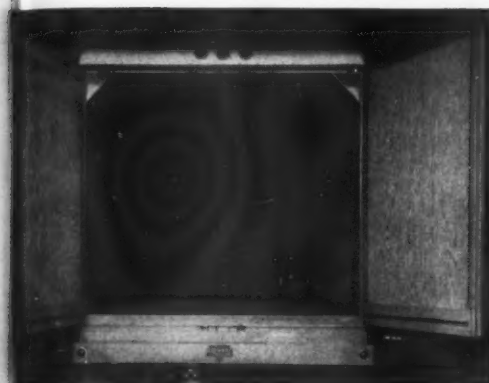
Delivery truck designed for servicing territory where stops are frequent. A feature is the ease with which it can be handled in crowded traffic.

cramped quarters. Weight distribution is 33 per cent on front axle and 67 per cent on rear.

Because of unobstructed interior, body may be adapted to a wide variety of uses by means of special doors, shelving, racks, partitions and insulation. It is planned to have a standard body with 90 to 100 in. back of driver, 65 in. wide and 60 to 65 in. high.

Doors may be of folding or sliding types, either to right or left of the driver or on both sides. Rear may be furnished either with a door sliding up under roof to facilitate loading or unloading, or may have a tail gate and upper door. Shatterproof glass throughout is standard.

Engine is six-cylinder, with  $3\frac{3}{8}$  by  $4\frac{1}{2}$  in. bore and stroke. Hydraulic brakes on four wheels improve braking safety. Test runs on an 8-hour route have shown this truck to average 14 miles per gallon, even with 4 or 5 stops to the block. Insulated and refrigerated, this type truck might be used in meat plant service for short routes.



### PROTECTING PERISHABLES

Interior of standard trailer model showing plywood lining, full length dustproof doors and all-steel bumper.

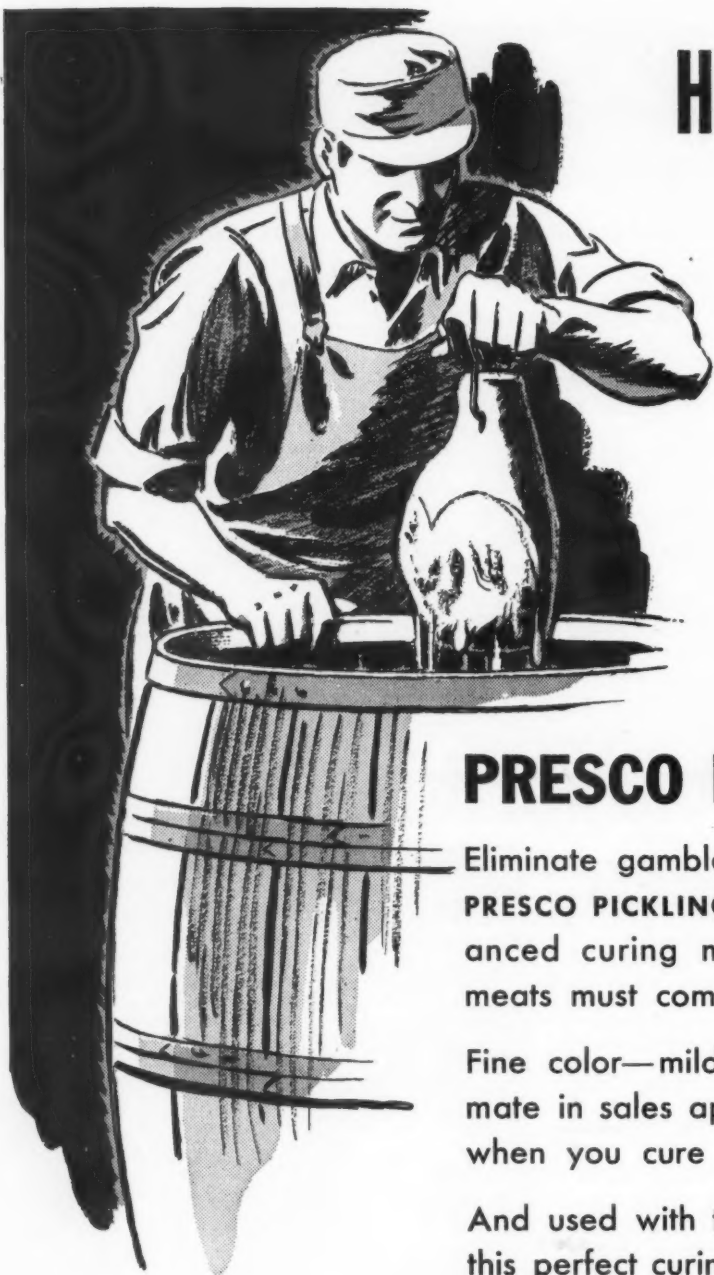
skirting and fenders; with drop or straight frame; with conventional or streamlined top, and with or without windsplitter. Body can be fully insulated if desired.

Interior is completely lined with Douglas fir veneer. Top is one piece metal crown with insulated center section, so that some degree of protection from temperature extremes is provided even without full insulation.

### THE STORY OF HEAT

"Heat," a 48-page book, described as telling "the dramatic story of man's age-old struggle to control Nature's most powerful force," is a recent publication of Johns-Manville.

The book is divided into five chapters for easy reference. The first chapter deals with the history of heat—early theories and discoveries concerning its nature, and the work done by those men who made possible today's highly complex industrial civilization. The accepted definition of what heat is, as well



# How Will They Come Out?

**DON'T GET THE  
"CURING CELLAR  
JITTERS"**

Why cross your fingers every time a ham is removed from the curing vat? Be sure of dependable, day after day uniformity of results by curing your meats with

## **PRESCO PICKLING SALT**

Eliminate gamble and guesswork. Because **PRESCO PICKLING SALT** is a perfectly balanced curing medium you **KNOW** your meats must come out right!

Fine color—mild delicious flavor—the ultimate in sales appeal—These can be yours when you cure with **PRESCO PICKLING SALT**.

And used with the **PRESCO PICKLE PUMP**, this perfect curing preparation will produce for you the finest artery pumped meats.

**THE PRESERVLINE MANUFACTURING CO., BROOKLYN, N. Y.**



# **PRESCO PRODUCTS**

**FOR THE SCIENTIFIC PROCESSING OF MEAT AND MEAT PRODUCTS**

# Provisions and Lard

WEEKLY MARKET REVIEW

**L**ARD futures at Chicago scored a rally of about  $\frac{1}{4}$ c per pound from the season's lowest point during the past week, in spite of larger hog runs. Lard opened lower on Thursday on bearish hog news but later buying, influenced by higher grains, brought recovery and a steady close.

There was considerable enlargement in speculative buying power during the week. This was the result of inflationary fears and strength in other commodities, particularly an advancing trend in cottonseed oil. The market has had to take considerable hedge selling on a scale upwards, as both stocks of lard and meats are believed to be increasing steadily. Domestic cash demand for product has been satisfactory, however, and the export clearances continue on a liberal basis.

Increased hog marketings are not surprising to the trade. Stocks of lard are still comparatively small. The current volume of receipts is expected to be only of short duration. Summer marketings will probably be much heavier than during the same time last year.

## Week's Receipts Up

Receipts of hogs at Western packing points during the past week totaled 458,100 head compared with 333,300 the previous week, and 465,700 the same week last year.

Average price of hogs at Chicago at the beginning of the week was \$8.00 compared with \$7.80 the previous week, \$10.45 a year ago, \$10.00 two years ago and \$7.75 three years ago. Top hogs at Chicago at mid-week were at \$8.50, unchanged from the previous week.

The average weight of hogs at Chicago last week was 238 lbs. compared with 237 lbs. the previous week, 232 lbs. a year ago and 231 lbs. two years ago.

The corn-hog price ratio for the week ended January 1 was 13.3 compared with 13.6 the previous week and 9.5 a year ago. The present ratio shows that hog prices are high in relation to corn.

Distribution of cotton oil continues on a comparatively large scale. Remaining available supplies of oil are considerably heavier than at the same time a year ago. Continued heavy consumption is expected as long as prices remain at a point where imports are impossible.

**PORK.**—Demand was fairly good and the market was firm at New York. Mess was quoted at \$27.37½ per barrel and family at \$28.37½ per barrel.

**LARD.**—The market was irregular at New York but demand was fair. Prime western was quoted at 9.05@9.15c; middle western, 9.05@9.15c; New York City in tierces, 8½@8¾c; tubs, 9½@9¾c; refined Continent, 9½@9¾c; South America, 9½@9¾c; Brazil

kegs, 9½@9¾c and shortening in carlots, 9¾c, smaller lots, 10c.

At Chicago, regular lard in round lots was quoted at 5c over January; loose lard, 27½c under January, and leaf

lard was quoted at 45c under January.

(See page 41 for later markets.)

**BEEF.**—Demand was fair at New York and the market was steady. Family was quoted at \$27.00 per barrel.

## STORAGE STOCKS SMALL on January 1

**S**TOCKS of meat on hand in the United States on January 1, 1938, were less than half those of a year earlier, and only about 60 per cent of the 5-year-average on January 1. Lard stocks were less than 40 per cent of those of a year earlier and about 55 per cent of the 5-year-January 1 average.

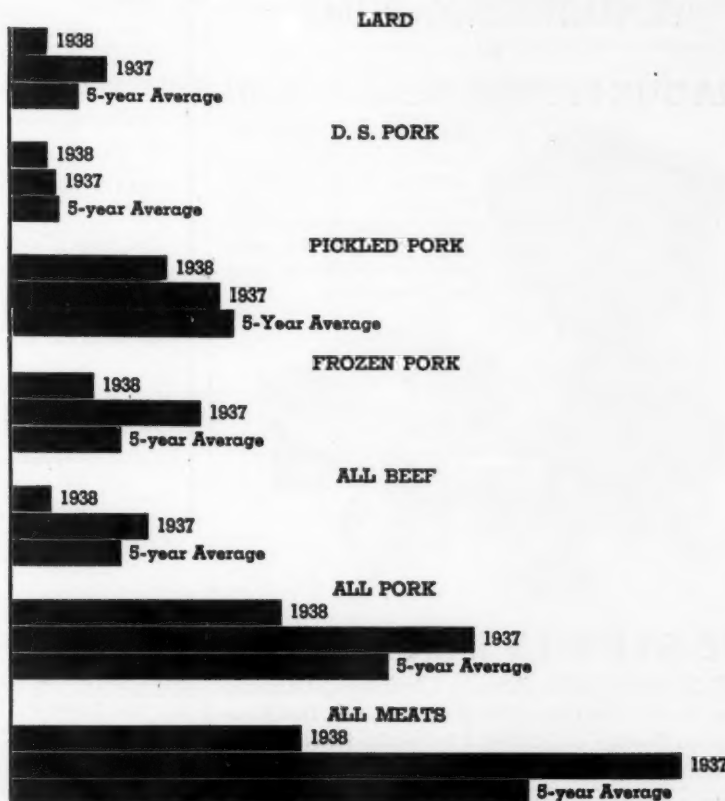
Stocks of frozen and cured pork and of lard on hand on January 1 compared with the same date during each of the preceding four years were as follows:

STOCKS ON JANUARY 1.				
	Frozen Pork. 000 lbs.	S. P. Meats. 000 lbs.	D. S. Meats. 000 lbs.	Lard. 000 lbs.
January 1,				
1938	116,688	222,408	59,186	58,076
1937	286,796	314,598	66,512	145,800
1936	58,270	218,670	54,837	52,718
1935	230,866	387,856	68,941	118,107
1934	129,768	402,632	97,301	132,510

It will be seen from the figures that packers have started each of the past years with stocks of meat and lard having little relation on January 1 of this year to any but the beginning of 1936. They have the advantage of having about twice as much frozen pork on hand as at that date, but other stocks are quite similar.

Outlook for hogs during the balance of the winter, in the spring and in the summer is for a gradually increasing supply over a year ago, which will more nearly meet consumptive needs. Meat in storage is only sufficient to insure cured pork needs, and even with increasing lard production as a result of heavier hogs, it should be possible to move out the small stocks on hand at a reasonable advantage.

(Continued on page 33.)

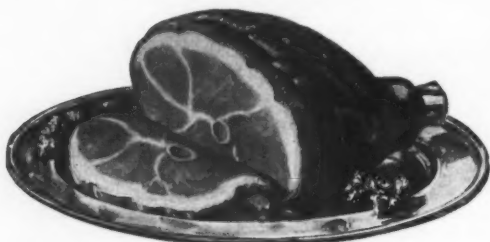


# PRAGUE POWDER

Registered U.S. Patent Nos. 2054623, 2054624, 2054625, 2054626

Is a Full Boiled Pickle Dried to a soft, fluffy salt mass ready to be remade into a second pickle.

**This Pickle Acts Fast**



## PRAGUE POWDER Pickle is a Tenderizing Pickle

and a fast curing pickle. If you want to cook a ham in the smoke house use 10% pickle when pumping. A long smoke is desirable—A high heat is desirable—A slow chill is desirable.

## BIG BOY PICKLE PUMP IS A TENDERIZING PUMP

### PRAGUE PICKLE Balance Scale



This "Prague Pickle balance" is a "percentage" scale. This scale shows you how to place 8%, 9%, 10% of pickle in the Capillary System. Set the "percentage" needle, weigh your ham, and likewise weigh the ingoing pickle.

## THE GRIFFITH LABORATORIES

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Eastern Factory and Office: 35 Eighth St., Passaic, New Jersey  
Canadian Factory and Office: 1 Industrial Street, Leaside  
Toronto 12, Canada

FLAVOR • BRILLIANCE • PURITY

Grown in U.S.A.



With modern packaging and up-to-date display methods to focus the buyers' attention . . . brilliance, appearance and attractiveness of your sausage products are of prime importance. Sales volume can be built up and new customers added by increasing eye appeal.

Red, sweet and rich . . . grown in U. S. A. specially for packing trade requirements . . . PIMIEXO adds eye appeal, improved flavor and quality to sausage products. There is no substitute for PIMIEXO.

From the "pulpy, meaty" structure of the pod comes the distinctive flavor and brilliance of Pimiexo. It goes further than any other spice used for this purpose and is less expensive as well as uniformly superior in quality.

Pimiexo is powdered fine with full condiment value. It spreads efficiently throughout the sausage without speckling or uneven distribution.

For bright, natural sausage, distinctively flavored and tempting in appearance . . . for increased sales at less cost . . . use PIMIEXO. Samples will be furnished without obligation. Write today.

## DON Garlic and Onion Powders

Progressive packers prefer garlic and onion in powdered form instead of fresh stock. It gives a uniform strength, is conveniently handled without waste and helps prevent sourness. Both these powders are always obtainable from our warehouse stocks.

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LOS ANGELES, CALIF. CHICAGO, ILLINOIS

Also Distributed by  
S. HOLST KNUDSEN E. W. CARLBERG CO.  
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## Hog Cut-Out Results

**A**LTHOUGH the price of lighter weight butcher hogs averaged higher during the first four days of this week than at the same time a week ago, cut-out values were better owing to stronger prices for green meats. Not only did prices show some improvement but the movement of product was better and a fair volume went into trade channels fresh with good outlet through smokehouse channels also.

Quality of hogs was good although weights averaged rather heavy, making the demand for lighter hogs and the lighter averages of green meats stronger than for heavier weights. At the eleven principal markets receipts during the first four days of the week totaled 383,000 head, an increase of 46,000 over the like period a week ago, 32,000 more than a year ago and 79,000 more than in the same period two years ago.

Top for the week on light hogs was \$8.70 at Chicago with \$8.50 paid for choice offerings at the close of the period, while good 220 to 260 lb. butchers sold at \$7.50 to \$8.15 and heavier butchers at \$7.00 to \$7.40. An unusually wide price spread prevailed on the Chicago market during the period on a grade and weight basis.

With the clearing up of holiday poultry volume and the recovery from holiday buying coupled with an improved outlook for employment, it would seem that product from reasonably priced hogs could be sold satisfactorily particularly as volume is not such as to make

it necessary to force large quantities on a dull market.

The test on this page is worked out on the basis of live hog costs and green product values at Chicago, average costs and credits being used.

## MEAT AND LARD STOCKS

(Continued from page 31.)

Stocks of meat and lard on hand in the United States on January 1, 1938, with comparisons, are reported officially as follows:

	Jan. 1, '38, lbs.	Dec. 1, '37, lbs.	5-year av., Jan. 1-lbs.
Beef, frozen .....	46,864	41,179,000	89,538,000
In cure .....	11,081,000	9,514,000	17,462,000
Cured .....	2,863,000	3,048,000	5,002,000
Pork, frozen .....	116,688,000	64,996,000	161,296,000
D. S. in cure .....	36,955,000	25,150,000	40,489,000
D. S. cured .....	22,231,000	13,859,000	30,861,000
S. P. in cure .....	136,869,000	131,372,000	196,950,000
S. P. cured .....	85,539,000	71,753,000	130,759,000
Lamb & Mutton, frozen .....	2,583,000	2,286,000	4,918,000
Frozen & Cured Trim'gs, etc. ....	66,952,000	50,546,000	88,154,000
Lard .....	53,076,000	33,966,000	98,046,000

Product placed in cure during:

	Dec. 1937	Dec. 1936
Beef frozen .....	20,663,000	59,279,000
Beef placed in cure .....	6,295,000	7,873,000
Pork frozen .....	73,524,000	173,491,000
D. S. pork placed in cure .....	44,117,000	43,481,000
S. P. pork placed in cure .....	137,557,000	150,895,000
Lamb & mutton frozen .....	1,274,000	8,485,000

Relationship of all meats, all beef, all pork, frozen pork, cured pork and lard on hand January 1, 1938, January 1, 1937, and the 5-year-January 1 average, is shown in chart on page 31.

## MEAT IMPORTS AT NEW YORK

For week ended January 7, 1938:

Point of origin.	Commodity.	Amount lbs.
Argentina—Canned corned beef.....		6,300
—D. S. pork bellies.....		13,437
—S. P. pork butts.....		22,175
Belgium—Cooked ham in tins.....		1,700
Brazil—Jerked beef .....		4,458
Canada—Smoked bacon .....		8,495
—Fresh frozen pork cuts.....		40,556
—Sausage .....		795
—Fresh frozen beef livers.....		1,477
—Fresh chilled beef cuts.....		14,380
—Fresh frozen lamb cuts.....		4,064
Denmark—Smoked bacon .....		53,212
—Luncheon meat .....		4,464
—Cooked sausage in tins.....		793
—Cooked ham in tins.....		278,362
—Tinned liverpaste .....		1,631
—Smoked sausage .....		13,420
England—Ox tongues in jars.....		86
France—Liverpaste in tins.....		212
Germany—Smoked sausage .....		4,150
—Cooked ham in tins.....		45,577
—Dry salt pork bellies.....		10,750
—Smoked ham .....		1,868
Hungary—Smoked sausage .....		2,754
—Smoked bacon .....		220
Iceland—Smoked mutton legs.....		189
—Cured mutton in brine.....		456
Irish Free State—Smoked bacon.....		2,732
Italy—Sausage .....		2,767
Latvia—Cooked ham in tins.....		5,768
Lithuania—Fresh frozen pork cuts.....		186,810
—4 Fresh frozen veal carcasses.....		297
—Fresh frozen mutton cuts.....		2,087
—Liverpaste in tins.....		375
—Tinned luncheon meat.....		7,200
—Cooked ham in tins.....		27,418
Paraguay—Canned corned beef.....		21,600
Poland—Cooked ham in tins.....		706,696
—Smoked bacon .....		39,464
—Smoked pork butts.....		150
—Fresh frozen pork cuts.....		60,902
—Tinned luncheon meat.....		32,061
—Tinned spiced ham.....		360
—Tinned cooked pork butts.....		6,408
—Cooked pork loins.....		20,738
Rumania—Cooked ham in tins.....		84,979
—Cooked pork loins in tins.....		7,200
Uruguay—Canned corned beef.....		36,000

## HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER DAILY MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	Per Cent live wt.	Price per lb.	Value per cwt. alive	Per Cent live wt.	Price per lb.	Value per cwt. alive	Per Cent live wt.	Price per lb.	Value per cwt. alive
	180-220 lbs.			220-260 lbs.			260-300 lbs.		
Regular hams .....	14.00	16.1	\$ 2.25	13.70	15.1	\$ 2.07	13.40	13.4	\$ 1.80
Picnics .....	5.70	12.0	.68	5.40	11.5	.62	5.10	10.3	.53
Boston butts.....	4.00	14.0	.56	4.00	14.0	.56	4.00	14.0	.56
Loins (blade in).....	9.80	14.3	1.40	9.50	13.3	1.26	9.00	12.8	1.15
Bellies, S. P.....	11.00	16.2	1.78	9.70	13.8	1.34	3.10	13.0	.40
Bellies, D. S.....				2.00	10.0	.20	9.90	9.8	.97
Fat backs .....	1.00	5.8	.06	3.00	6.2	.19	5.30	7.8	.41
Plates and jowls.....	2.50	6.2	.16	3.00	6.2	.19	3.30	6.2	.20
Raw leaf .....	2.10	7.9	.17	2.20	7.9	.17	2.10	7.9	.17
P. S. lard, rend, wt.....	12.80	8.3	1.06	11.60	8.3	.96	10.20	8.3	.85
Spareribs .....	1.60	10.9	.17	1.60	10.9	.17	1.50	10.9	.16
Trimnings .....	3.00	7.2	.22	2.80	7.2	.20	2.70	7.2	.19
Feet, tails, neckbones.....	2.00		.09	2.00		.09	2.00		.09
Offal and misc.....			.34			.34			.34
<b>TOTAL YIELD AND VALUE...</b>	<b>69.50</b>		<b>\$ 8.94</b>	<b>70.50</b>		<b>\$ 8.36</b>	<b>71.50</b>		<b>\$ 7.82</b>
Cost of hogs per cwt.....		\$ 8.44			\$ 8.02			\$ 7.67	
Condemnation loss.....		.04			.04			.04	
Handling & overhead.....		.53			.49			.47	
<b>TOTAL COST PER CWT ALIVE</b>		<b>\$ 9.01</b>			<b>\$ 8.55</b>			<b>\$ 8.18</b>	
<b>TOTAL VALUE .....</b>		<b>8.94</b>			<b>8.36</b>			<b>7.82</b>	
Loss per cwt.....		.07			.19			.36	
Loss per hog.....		.14			.46			1.01	

## ASK YOUR HAM MAKER about ADELMANN results-in-operation

If you want the *complete* story of why Adelmann Ham Boilers have such great acceptance, *ask your ham maker!*

Ask him to show you how much simpler they are to operate, and how easy they are to handle. Let him demonstrate their rugged durability and ability to stand hard knocks, because of their sturdy, reinforced construction.

He'll tell you much more than this—how the elliptical springs close the aitch-bone cavity firmly, why the covers don't tilt, how the ham can expand while cooking, how the self-sealing cover retains the ham juices in the container, how shrinkage and operating time are greatly reduced. And when he gets through you'll begin to realize why Adelmann Ham Boilers are "The Kind Your Ham Makers Prefer."

*Write!*

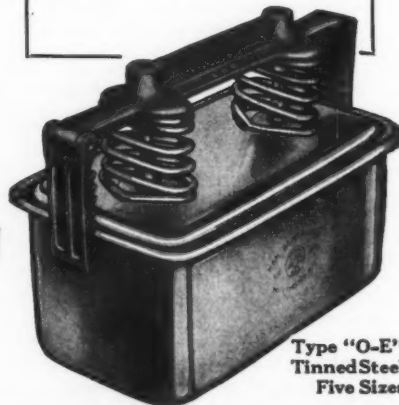
## HAM BOILER CORPORATION

Office and Factory—Port Chester, New York

Chicago Office: 332 S. Michigan Ave.

European Representatives: R. W. Bollans & Co., 6 Stanley St. Liverpool & 12 Bow Lane, London—Australian and New Zealand Representatives: Gollin & Co., Pty. Ltd., Offices in Principal Cities—Canadian Representatives: C. A. Pemberton & Co., Ltd., 189 Church St., Toronto

Adelmann Ham Boilers are made of Cast Aluminum, Tinned Steel, Monel Metal and Nirosta (Stainless) Steel—the most complete line available. Your obsolete, inefficient ham retainers have a liberal *trade-in value* on new Adelmann Ham Boilers! Write for details!



Type "O-E"  
Tinned Steel  
Five Sizes

## THIS is the BLISS BOX

Used by Packers for shipping their Fresh and Smoked Meats, Pork Loins, Dressed Poultry, Lard, Butterine, Soap Powder and other products—

**BECAUSE**—They require 11% to 20% less material—Their reinforced corners make them the strongest Fibre Containers—Their construction often permits use of lighter weights of board—Freight costs are lower on account of their light weight.

They are easy and quick to assemble on BLISS stitching equipment.

*Let us tell you more about the advantages of shipping your products in BLISS BOXES.*

Bliss, Latham and Boston Wire Stitching Machines for all Types of Fibre Containers.

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SAN FRANCISCO, LOS ANGELES,  
SEATTLE, Harry W. Brintnall Co.

## PORK PRODUCTS EXPORTS

Exports of provisions originating in the United States and Canada from Atlantic and Gulf ports:

	Week ended Jan. 8, 1938.	Week ended Jan. 9, 1937.	Nov. 1, 1937 to Jan. 8, 1938.
<b>BACON AND HAMS.</b>			
United Kingdom.....	M lbs. 4,977	M lbs. 4,127	M lbs. 27,708
Continent.....	18	4	441
West Indies.....	4	1	122
B. N. A. Colonies.....	11	11	11
Other Countries.....	86	86	86
Total.....	5,010	4,132	28,403

<b>LARD.</b>			
United Kingdom.....	M lbs. 3,548	M lbs. 2,168	M lbs. 33,873
Continent.....	159	235	3,752
Sth. and Ctl. America.....	53	165	785
West Indies.....	97	313	2,599
Other Countries.....	83	83	83
Total.....	3,857	2,881	41,092

### TOTAL EXPORTS BY PORTS.

From	Bacon and Hams, M lbs.	Lard, M lbs.
New York.....	684	1,571
Boston.....	240	84
Philadelphia.....	15	207
New Orleans.....	3,865	974
W. St. John.....	222	1,007
Halifax.....	5,010	3,857
Total week.....	4,916	3,128
Previous week.....	3,948	3,958
2 weeks ago.....	4,132	2,880
Cor. week 1937.....		

### SUMMARY NOV. 1, 1937 TO JAN. 8, 1938.

	1937 to 1938.	1936 to 1937.
Pork, M lbs.....	28,408	24,712
Bacon and Hams, M lbs.....	41,092	26,898
Lard, M lbs.....		

## CURED PORK PRICES

Prices at Chicago, December, 1937, reported by U. S. Dept. of Agriculture:

	Dec., 1937.	Nov., 1937.	Dec., 1936.
<b>Hams, smoked, reg. No. 1—</b>			
8-10 lbs. av.....	23.45	24.70	24.05
10-12 lbs. av.....	22.40	24.27	24.05
12-14 lbs. av.....	21.39	23.68	24.05
14-16 lbs. av.....	20.69	23.21	25.00
<b>Hams, smoked, reg. No. 2—</b>			
8-10 lbs. av.....	20.37	21.46	20.97
10-12 lbs. av.....	20.33	21.24	20.97
12-14 lbs. av.....	20.00	20.78	20.97
14-16 lbs. av.....	19.75	20.41	21.92
<b>Hams, smoked, skinned, No. 1—</b>			
16-18 lbs. av.....	20.29	22.00	25.10
18-20 lbs. av.....	19.50	21.50	23.35
<b>Hams, smoked, skinned, No. 2—</b>			
16-18 lbs. av.....	19.06	20.38	22.35
18-20 lbs. av.....	18.56	19.88	20.85
<b>Bacon, smoked, No. 1 dry cure—</b>			
6-8 lbs. av.....	27.54	30.72	27.71
8-10 lbs. av.....	26.52	29.88	27.71
<b>Bacon, smoked, No. 1 S. P. cure—</b>			
8-10 lbs. av.....	22.28	25.38	22.80
10-12 lbs. av.....	21.57	25.16	22.80
<b>Picnics, smoked—</b>			
4-8 lbs. av.....	15.71	18.26	16.25
<b>Backs, dry salt—</b>			
12-14 lbs. av.....	13.46	15.81	12.60
<b>Lard:</b>			
Refined, H. W. tubs.....	10.46	11.52	14.36
Substitutes.....	9.87	10.38	13.32
Refined, 1 lb. cartons.....	10.58	12.00	14.46

## CANNED BEEF IMPORTS

Imports of canned beef into the United States, during November, 1937:

	Lbs.
Argentina.....	3,754,230
Brazil.....	782,000
Paraguay.....	427,060
Uruguay.....	2,000,166
Japan.....	4,852
Egypt.....	77
Total.....	6,968,411
Value.....	\$798,204

Week Ending January 15, 1938

# Chicago Provision Markets

## FUTURE PRICES

SATURDAY, JANUARY 8, 1938.

<b>LARD—</b>				
	Open.	High.	Low.	Close.
Jan. ....	8.45	8.65	8.45	8.65b
Mar. ....	8.92½	9.02½	8.92½	9.02½b
May ....	9.15	9.27½	9.12½	9.27½
July ....	9.25	9.40	9.25	9.40b
Sept. ....	9.45	9.50	9.45	9.50

<b>CLEAR BELLIES—</b>				
May ....	10.75	10.80	10.75	10.80b

MONDAY, JANUARY 10, 1938.

<b>LARD—</b>				
	Open.	High.	Low.	Close.
Jan. ....	8.57½	8.70	8.55	8.70
Mar. ....	9.07½	9.20	9.02½	9.15ax
May ....	9.27½-25	9.32½	9.22½	9.32½
July ....	9.42½	9.47½	9.35	9.45b
Sept. ....	9.62½	9.62½	9.55	9.55b

TUESDAY, JANUARY 11, 1938.

<b>LARD—</b>				
	Open.	High.	Low.	Close.
Jan. ....	8.67½	8.67½	8.55	8.55ax
Mar. ....	9.20	9.30	8.97½	8.97½
May ....	9.35	9.35	9.15	9.17½b
July ....	9.47½	9.47½	9.30	9.30ax
Sept. ....	9.50	9.55	9.47½	9.47½ax
<b>CLEAR BELLIES—</b>				
May ....	10.75	10.80	10.75	10.80b

WEDNESDAY, JANUARY 12, 1938.

<b>LARD—</b>				
	Open.	High.	Low.	Close.
Jan. ....	8.40	8.40	8.40	8.40b
Mar. ....	8.95	9.05	8.90ax	8.90ax
May ....	9.12½	9.15	9.10	9.10b
July ....	9.25-22½	9.27½	9.22½	9.25b
Sept. ....	9.40	9.40	9.40	9.40
<b>CLEAR BELLIES—</b>				
May ....	11.00	11.00	11.00	11.00

THURSDAY, JANUARY 13, 1938.

<b>LARD—</b>				
	Open.	High.	Low.	Close.
Jan. ....	8.40	8.50	8.40	8.50b
Mar. ....	8.95	9.05	8.90ax	8.97½b
May ....	9.05-9.00	9.17½	9.00	9.17½b
July ....	9.15	9.30	9.12½	9.27½b
Sept. ....	9.40	9.40	9.40	9.40b
<b>CLEAR BELLIES—</b>				
May ....	11.07½	11.07½	11.07½	11.07½b
July ....	11.57½	11.57½	11.57½	11.57½

FRIDAY, JANUARY 14, 1938.

<b>LARD—</b>				
	Open.	High.	Low.	Close.
Jan. ....	8.42½ax	8.42½ax	8.42½ax	8.42½ax
Mar. ....	8.92½b	8.92½b	8.92½b	8.92½b
May ....	9.10	9.12½	9.10	9.12½ax
July ....	9.25	9.27½	9.25	9.25
Sept. ....	9.25	9.25	9.25	9.25

Key: ax, asked; b, bid; n, nominal; —, split.

## PRODUCE IN COLD STORAGE

Cold Storage holding of butter, cheese, and eggs on January 1, 1938:

	Jan. 1, 1938.	Dec. 1, 1937.	Jan. 1, 1937.
	M lbs.	M lbs.	M lbs.
Butter, creamery.....	42,954	66,191	61,234
Butter, packing stock.....	121	151	644
Cheese, American.....	89,202	95,633	95,418
Cheese, Swiss.....	4,670	4,761	4,889
Cheese, brick & Munster.....	701	657	1,085
Cheese, Limburger.....	661	700	1,004
Cheese, all other.....	8,622	8,686	7,904
Eggs, shell, cases.....	831	2,672	651
Eggs, frozen (lbs.).....	108,036	120,929	51,837
Frozen, case equivalent.....	8,067	8,455	1,491

## CASH PRICES

Based on actual carlot trading Thursday, January 13, 1938.

<b>REGULAR HAMS.</b>			
	Green.	*S.P.	
8-10.....	19	19½	
10-12.....	18½	18½	
12-14.....	17	17½	
14-16.....	16½	16½	
10-16 range.....	16½	16½	

<b>BOILING HAMS.</b>			
	Green.	*S.P.	
16-18.....	14½@14½	15½	
18-20.....	14	14½	
20-22.....	14	14½	
16-22 range.....	14	14½	

<b>SKINNED HAMS.</b>			
	Green.	*S.P.	
10-12.....	18½	18½	
12-14.....	17½	17½	
14-16.....	16½	16½	
16-18.....	15½	15½	
18-20.....	14½	14½	
20-22.....	13½	13½	
22-24.....	13	13	
24-26.....	12½	12½	
26-30.....	11½	11½	
30 and up.....	11½	11½	

<b>PICNICS.</b>			
	Green.	*S.P.	
4-6.....	12½	12½	
6-8.....	11½@12	11½	
8-10.....	11	10½	
10-12.....	10½	10½	
12-14.....	10½	10½	
Short shank ½c over.			

\*Quotations represent No. 1 new cure.

<b>BELLIES.</b>			
	(Square cut seedless.)		
	Green.	*D.C.	
6-8.....	18½	19½	
8-10.....	18	18½	
10-12.....	16½	17½	
12-14.....	14½	15½	
14-16.....	13½	15	
16-18.....	13	14½	

<b>D. S. BELLIES.</b>			
	Clear.	Rib.	
14-16.....	11½	11½	
16-18.....	11½	11½	
18-20.....	11½	11½	
20-25.....	11	11	
25-30.....	10½	10½	
30-35.....	10½	10½	
35-40.....	10½	10½	
40-50.....	10	9½	

<b>D. S. FAT BACKS.</b>			
6-8.....	6½	6½	
8-10.....	7	7	
10-12.....	7½	7½	
12-14.....	8	8	
14-16.....	9	9	
16-18.....	10	10	
18-20.....	10½	10½	
20-25.....	10½	10½	

<b>OTHER D. S. MEATS.</b>			
Extra short clears.....	35-45	9½n	
Extra short ribs.....	35-45	9½n	
Regular plates.....	6-8	8	
Clear plates.....	4-6	6 @ 6½	
Jowl butts.....		7½	
Green square jowls.....		9½	
Green rough jowls.....		7½ @ 7½	

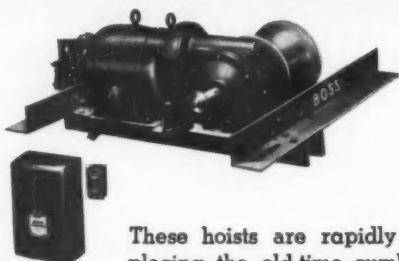
<b>LARD.</b>			
Prime steam, cash.....	8.55a		
Prime steam, loose.....	8.32½		
Neutral, in tierces.....	10.25a		
Raw leaf.....	8.25a		

## CHICAGO PROV. SHIPMENTS

Provision shipments from Chicago for the week ended January 8, 1938, were as follows:

	Week Jan. 8.	Previous week.	Same week '37.
Cured Meats, lbs. 12,674,000	10,908,000	15,053,000	
Fresh Meats, lbs. 48,426,000	44,254,000	47,559,000	
Lard, lbs. ....	1,955,000	3,550,000	1,733,000

## "BOSS" ELECTRIC BEEF HOISTS



These hoists are rapidly replacing the old-time cumbersome friction hoists which served their purpose well enough prior to the development of this new type. Users cannot fail to see the marked improvement embodied in these electric hoists:

Durability in construction  
Simplicity in operation  
Positive control while hoisting

*Another proof that "BOSS" gives  
Best Of Satisfactory Service*

**The Cincinnati Butchers' Supply Corp.**

1972-2008 Central Ave., Cincinnati, Ohio  
824 Exchange Ave., U. S. Yards, Chicago, Ill.



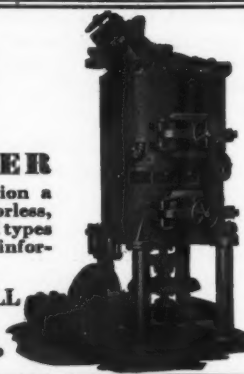
## LARD COOKER

Produces in one operation a refined lard, white, odorless, high smoke point, from all types of fat. Write for further information and catalogs.

**The FRENCH OIL MILL  
MACHINERY CO.**

Piqua

Ohio



Can you produce **2% FAT** meat scraps?

We'll gladly tell you how. Write!

**E. W. McCULLOUGH**

3924 N. New Jersey St., Indianapolis, Indiana

## GEO. H. JACKLE

Broker

Offerings Wanted of:

Tankage, Blood, Bones, Cracklings, Hoofs

405 Lexington Ave.

New York City

## LIVESTOCK RATE INCREASE

Proposed general increase of 15 per cent in railroad freight rates (ex parte 123) as applied to meats and livestock was opposed this week at an Interstate Commerce Commission hearing in Chicago by livestock producers from Colorado, North Dakota, Iowa, Wisconsin, Michigan, Minnesota and South Dakota.

Representatives of livestock interests stated they were opposed to a 15 per cent rate increase on both fresh meats and livestock, contending that they could not possibly absorb the advance, and that it would either drive them out of business or force them to use trucks. They testified the proposed raise would result in lower rather than higher revenue for carriers. Higher fertilizer rates were opposed by Armour and Company.

Reese Van Vranken, president of the Michigan Lamb Feeders' Association, testified that lamb feeders of Michigan have experienced seven discouraging years and that "any additional costs, such as the proposed 15 per cent increase in freight rates, would make it that much worse from the feeder's standpoint."

Numerous shippers testified at commission hearings at Atlanta, Ga., and El Paso, Tex. this week that a 15 per cent advance in rates would result in diversion of freight to motor carriers. Others argued that the south is already at a disadvantage, due to a differential between Northern and Southeastern freight rates.

## CHICAGO TRADE IN 1937

Shipments of packinghouse and related products in and out of Chicago during the calendar year 1937 are reported as follows by the Chicago Board of Trade:

	Products Received. lbs.	Products Shipped. lbs.
Cured meats and other packinghouse products.	151,818,000	787,436,000
Fresh meats, all kinds.	1,534,036,000	2,227,686,000
Lard	70,013,000	191,287,000
Lard compounds	10,941,000	10,295,000
Cheese	128,123,000	62,825,000
Butter	393,581,000	274,994,000
Cottonseed oil	174,500,000	32,281,000
Hides	238,236,000	248,362,000
Wool	37,561,000	56,773,000
Cases of eggs received totaled 7,388,549 and the number of cases shipped 4,224,281.		

## NOV. MEAT CONSUMPTION

Federally-inspected meats available for consumption in November, 1937:

BEEF AND VEAL		
	Total Consumption, lbs.	Per capita, lbs.
November, 1937	438,000,000	3.38
November, 1936	466,000,000	3.62
PORK (INC. LARD).		
November, 1937	404,000,000	3.51
November, 1936	534,000,000	4.15
LAMB AND MUTTON.		
November, 1937	52,000,000	.40
November, 1936	59,000,000	.46
TOTAL.		
November, 1937	984,000,000	7.59
November, 1936	1,059,000,000	8.23
LARD.		
November, 1937	73,000,000	.56
November, 1936	79,000,000	.62

## TALLOW FUTURE TRADING

Tallow transactions at New York:

SATURDAY, JANUARY 8, 1938.

	High.	Low.	Close.
January	.....	.....	6.40@7.00
February	.....	.....	6.45@6.85
March	.....	.....	6.45@6.75
April	.....	.....	6.45@6.80
May	.....	.....	6.45@6.80
June	.....	.....	6.45@6.80

MONDAY, JANUARY 10, 1938.

January	.....	.....	6.40@7.00
February	.....	.....	6.40@6.80
March	6.45	6.45	6.45
April	.....	.....	6.40@6.80
May	.....	.....	6.45@6.75
June	.....	.....	6.45@6.75

TUESDAY, JANUARY 11, 1938.

January	.....	.....	6.40@nom
February	.....	.....	6.45@6.80
March	.....	.....	6.60@6.70
April	.....	.....	6.50@6.80
May	.....	.....	6.80@6.90
June	.....	.....	6.61@6.91

WEDNESDAY, JANUARY 12, 1938.

January	.....	.....	6.50@7.00
February	.....	.....	6.45@7.00
March	.....	.....	6.58@6.85
April	.....	.....	6.55@6.80
May	.....	.....	6.62@6.76
June	.....	.....	6.60@6.90

THURSDAY, JAN. 13, 1938.

March	.....	.....	6.60@6.75
May	.....	.....	6.60@6.83

FRIDAY, JANUARY 14, 1938.

March	.....	.....	6.77@6.80
May	.....	.....	6.75@7.00

Two lots.

## EXPORTS OF SPECIAL MEATS

Meat specialties and poultry exported from the U. S. in November, 1937:

	Lbs.	Value.
Kidneys	520,244	\$36,562
Livers	91,634	12,082
Tongues	360,629	56,494
Poultry and game	93,179	27,116

# Tallow and Greases

WEEKLY MARKET REVIEW

**TALLOW**—Improved demand for tallow from leading Eastern soapers and an advance of  $\frac{1}{2}$ c in the price of extra were important developments in the tallow market at New York during the past week. It was estimated that between 2,500,000 and 3,000,000 lbs. changed hands. Extra reached a level of  $\frac{6}{2}$ c, delivered, compared with 6c the previous week. Buying pretty well cleaned up producers. Although there were indications that a little might be available at  $\frac{6}{2}$ c, delivered, sellers in most cases were asking  $\frac{6}{2}$ c, delivered. The buying, it was felt, was due to rebuilding of stocks and possibly to some improvement in soap business.

Foreign tallow at New York showed little change during the week. South American No. 1 was quoted at  $\frac{4}{2}$ c, c.i.f. No. 2,  $\frac{4}{2}$ c, and edible,  $\frac{4}{95}$ c. These prices were all too high for this market.

At New York, special was quoted at  $\frac{5}{4}$ c nominal; extra,  $\frac{6}{2}$ @ $\frac{6}{2}$ c, delivered, and edible,  $\frac{7}{2}$ c nominal.

There was no London tallow auction this week. At Liverpool, good Argentine beef tallow, January-February shipment, was unchanged at 22s 6d, while Australian good mixed, January-February shipment was also unchanged on the week at 21s 3d.

Tallow futures on the New York Produce Exchange were up 35 to 55 points for the week. March traded from 6.20 to 6.45.

Tallow at Chicago was considerably stronger during the past week with sales on a higher basis. The market started upward last weekend. Round lot prime tallow sold on weekend at  $\frac{6}{2}$ c, Chicago. There were bids for prime early this week at  $\frac{6}{2}$ c; asking  $\frac{6}{2}$ c. Edible tallow sold Monday at  $\frac{6}{2}$ c, Chicago. Several tanks prime sold on Tuesday at  $\frac{6}{2}$ c, Chicago; large soapers' ideas  $\frac{6}{2}$ c, Cincinnati. Edible tallow sold at  $\frac{6}{2}$ c, f.o.b. shipping point on Tuesday and tank special tallow reported at 6c, Chicago. Edible tallow sold on Thursday at  $\frac{6}{2}$ c, f.o.b. Midwest point. Prime tallow was saleable at  $\frac{6}{2}$ c, limited offerings at  $\frac{6}{2}$ c. Two tanks special tallow sold at  $\frac{5}{4}$ c, Chicago. Chicago quotations, loose basis, on Thursday were:

Edible tallow.....	@ $\frac{6}{2}$ c
Fancy tallow.....	@ $\frac{6}{2}$ c
Prime packers.....	@ $\frac{6}{2}$ c
Special tallow.....	$\frac{5}{4}$ @ $\frac{6}{2}$ c
No. 1 tallow.....	$\frac{5}{4}$ @ $\frac{5}{4}$ c

**STEARINE**—A good sized business was put through in oleo stearine at New York during the week at the 7c level. The market later steadied and last business was at  $\frac{7}{4}$ c, plant, unchanged from the previous week.

Demand was fair and the market firmer at Chicago. Oleo was quoted at  $\frac{6}{2}$ @ $\frac{7}{4}$ c.

**OLEO OIL**—Demand was moderate and the market was easy at New York. Extra was quoted at  $\frac{9}{4}$ @ $\frac{9}{4}$ c; prime  $\frac{8}{8}$ @ $\frac{8}{2}$ c; and lower grades,  $\frac{7}{4}$ @ $\frac{8}{4}$ c.

The market at Chicago was steady. Extra was quoted at  $\frac{9}{4}$ @ $\frac{9}{4}$ c.

(See page 41 for later markets.)

**LARD OIL**—Demand was quiet and the market was unchanged to  $\frac{1}{4}$ c lower at New York. No. 1 was quoted at  $\frac{8}{4}$ c; No. 2,  $\frac{8}{2}$ c; extra,  $\frac{10}{2}$ c; extra No. 1,  $\frac{9}{4}$ c; extra winter strained,  $\frac{10}{2}$ c; prime edible,  $\frac{12}{4}$ c, and prime inedible, 11c.

**NEATSFOOT OIL**—The market was irregular at New York and interest was routine. No. 1 was quoted at  $\frac{16}{4}$ c; extra,  $\frac{8}{4}$ c; extra No. 1,  $\frac{9}{4}$ c; pure,  $\frac{11}{4}$ c, and prime,  $\frac{10}{4}$ c.

**GREASES**—Moderate trade but a larger demand and higher prices prevailed in grease market at New York during the past week. Yellow and house reached the 5c level, an advance of fully  $\frac{1}{2}$ c over the previous week, and sellers asking more. Offerings of greases were not large as producers were pretty well sold up, particularly on nearby stuff. The better buying interest and sharply higher tallow prices found ready reflection in grease values. Choice white was quoted at  $\frac{7}{2}$ @ $\frac{7}{2}$ c; yellow and house, 5c, and brown,  $\frac{4}{4}$ @ $\frac{4}{2}$ c.

Grease market at Chicago was stronger during the past week, sharing the upward trend in tallow, but volume was limited. Advance in greases began early this week when sellers raised their ideas. Two tanks choice white grease sold at  $\frac{6}{4}$ c, Midwest point, on Wednesday and bid of  $\frac{4}{2}$ c, Chicago, reported for good brown grease. Bid of  $\frac{6}{2}$ c, Chicago, reported for choice white grease on Thursday. Couple tanks yellow grease sold at  $\frac{5}{4}$ c, Chicago;  $\frac{5}{2}$ c available for good grade. Tank very good brown grease sold almost at  $\frac{4}{4}$ c, Chicago. Chicago quotations, loose basis, on Thursday were:

Choice white grease.....	@ $\frac{6}{2}$ c
A-white grease.....	$\frac{5}{4}$ @ $\frac{5}{4}$ c
B-white grease.....	5 @ $\frac{5}{4}$ c
Yellow grease, 10-15 f.f.a.....	$\frac{5}{4}$ @ $\frac{5}{4}$ c
Yellow grease, 15-20 f.f.a.....	$\frac{4}{4}$ @ $\frac{5}{4}$ c
Brown grease.....	$\frac{4}{4}$ @ $\frac{4}{4}$ c

## ANIMAL OILS

(Basis Chicago.)

	Per lb.
Prime edible lard oil (max. 1% f.f.a.).....	12 $\frac{1}{2}$
Prime burning oil (max. $\frac{1}{2}$ % f.f.a.).....	11 $\frac{1}{2}$
Prime lard oil (inedible) (max. 2% f.f.a.).....	11 $\frac{1}{2}$
Extra W. S. lard oil (2-4% f.f.a.).....	10 $\frac{1}{2}$
Extra lard oil (max. 5% f.f.a.).....	10 $\frac{1}{2}$
Extra No. 1 lard oil (7-12% f.f.a.).....	8 $\frac{1}{2}$
Special No. 1 lard oil (max. 15% f.f.a.).....	8 $\frac{1}{2}$
No. 1 lard oil (15-18% f.f.a.).....	8 $\frac{1}{2}$
No. 2 lard oil (max. 22% f.f.a.).....	8
Acidless tallow oil (max. $\frac{1}{2}$ % f.f.a.).....	9
20° C. T. neatsfoot oil (max. 1% f.f.a.).....	16 $\frac{1}{2}$
Pure neatsfoot oil (max. 1% f.f.a.).....	11 $\frac{1}{2}$
Prime neatsfoot oil (max. 5% f.f.a.).....	10 $\frac{1}{2}$
Extra neatsfoot oil (max. 12% f.f.a.).....	9
No. 1 neatsfoot oil (max. 15% f.f.a.).....	8 $\frac{1}{2}$

## BY-PRODUCTS MARKETS

Chicago, January 13, 1938.

By-products markets improved somewhat in line with general firming up of surrounding markets.

### Blood.

Sales of blood this week up to \$3.20, Chicago. Sellers asking \$3.25.

	Unit Ammonia.
Unground .....	\$3.15 @ \$3.20

### Digester Feed Tankage Materials.

Market stronger on top grades. Second grade 6 to 10% product quoted at \$3.00 & 10c, Chicago.

Unground, 10 to 12% ammonia....	@ $\frac{3}{25}$ & 10c
Unground, 6 to 10%, choice quality .....	@ $\frac{3}{25}$ & 10c
Liquid stick .....	@2.50

### Packhouse Feeds.

Market firm at quoted prices.

	Carlots, Per ton.
Digester tankage meat meal, 60%....	@50.00
Meat and bone scraps, 50%.....	@45.00
Raw bone meal for feeding.....	@35.00
Special steam bone meal.....	@27.50

### Bone Meals (Fertilizer Grades).

Market continues nominal with prices quoted f.o.b. Chicago.

	Per ton.
Steam, ground, 3 & 50.....	@19.00
Steam, ground, 2 & 26.....	18.00 @ 19.00

### Fertilizer Materials.

Little change in recent weeks.

	Per ton.
High grd. tankage, ground, 10@11% am. ....	@ 2.75 & 10c
Bone tankage, ungrd., low gr., per ton .....	@15.00
Hoof meal .....	@ 3.25

### Dry Rendered Tankage.

Dry rendered tankage market stronger although considerable quantities of product moved under quoted prices.

Hard pressed and expeller unground per unit protein.....	\$.65 @ .67 $\frac{1}{4}$
Soft prod. pork, nc. grease & quality, ton .....	@45.00
Soft prod. beef, nc. grease & quality, ton .....	@35.00

### Gelatin and Glue Stocks.

Gluestock market stronger with higher prices on product in l.c.l. lots. Carlots at premium over part cars.

	Per ton.
Calf trimmings .....	@25.00
Sinews, pizzles .....	@22.00
Cattle jaws, skulls and knuckles....	@18.00
Hide trimmings .....	@17.00
Pig skin scraps and trim, per lb., l.c.l.	@ 5 $\frac{1}{2}$ c

### Horns, Bones and Hoofs.

Market quiet and nominal.

	Per ton.
Horns, according to grade.....	\$45.00 @ 75.00
Cattle hoofs .....	@35.00
Junk bones .....	@15.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

### Animal Hair.

Market for hog hair somewhat lower

with crude summer take-off \$40.00@42.50 per ton c.a.f. Chicago. Winter take-off \$80.00 per ton, Chicago.

Coll and field dried hog hair.....2½¢@ 4¼¢  
Processed black winter, per lb.....6¼¢@ 9¢  
Cattle switches, each\*.....2¢ @ 2½¢

\*According to count.

## EASTERN FERTILIZER MARKETS

(Special Cable to The National Provisioner.)

New York, January 12, 1938.

Dried blood has been selling at \$3.00 per unit of ammonia f.o.b., New York, which is the present asking price.

Ground fertilizer tankage is offered at \$2.80 and 10c, and unground feeding tankage at \$2.90 and 10c f.o.b., local shipping points, and very small quantities are being offered of either ground or unground tankage.

Japanese sardine meal has been selling from \$46.00 to \$47.00 for spot and nearby arrival, and for January, February shipment the present quotation is \$47.00 to \$47.50, c.i.f., Atlantic Coast Ports.

Ammonium sulphate is in a very strong position, due to the reduced production, and heavy shipments are now being made on contract.

## FERTILIZER PRICES

BASIS NEW YORK DELIVERY.

### Ammoniates.

Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports, Jan.-June shipment .....	\$ @29.50
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York.....	nominal
Blood, dried, 16% per unit.....	@ 3.00
Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory.....	nominal
Fish meal, foreign, 11½% ammonia, 10% B.P.L., c.i.f. spot.....	46.00@47.00
Jan.-Feb. shipment .....	47.00@47.50
Fish scrap, acidulated, 7% ammonia, 3% A.P.A., f.o.b. fish factories....	2.75 & 50c
Soda nitrate, per net ton; bulk, Jan.-June .....	@27.00
In 200-lb. bags, Jan.-June.....	@28.30
In 100-lb. bags, Jan.-June.....	@29.00
Tankage, ground, 10% ammonia, 15% B. P. L., bulk.....	2.80 & 10c
Tankage, unground, 10-12% ammonia, 15% B. P. L., bulk.....	2.90 & 10c

### Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.....	\$ @23.50
Bone meal, raw, 4¼% and 50%, in bags, per ton, c.i.f.....	@28.50
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% fat.....	@ 9.00

### Dry Rendered Tankage.

50% unground .....	@62½¢
60% unground .....	@70c

## MAKING LARD COMPOUND

What products enter into the manufacture of compound? What proportion of each is used? "PORK PACKING," a test book for the meat packer, published by The National Provisioner, gives this information and many more facts on compound manufacture.

## MARGARINE MATERIALS USED

Products used in margarine manufacture during November, 1937, compared with the quantities used in the same month a year ago are reported as follows:

### Ingredients of uncolored oleomargarine:

	Nov. 1937.	Nov. 1936.
lbs.	lbs.	lbs.
Babassu oil .....	499,989	515,784
Cocoonut oil .....	5,001,308	10,205,437
Corn oil .....	108,516	10,100
Cottonseed oil .....	20,287,584	10,846,914
Derivative of glycerine.....	116,001	100,861
Lecithin .....	5,176	2,038
Milk .....	7,009,137	6,806,904
Neutral lard .....	156,261	173,253
Oleo oil .....	628,895	1,948,573
Oleo stearine .....	307,689	259,210
Oleo stock .....	58,190	172,738
Ouricury .....	17,310	162,200
Palm oil .....	381,755	332,287
Palm kernel oil.....	381,755	283,808
Peanut oil .....	239,753	332,287
Salt .....	1,731,173	1,648,860
Sesame oil .....	16,532	5,520
Soda (benzoate of).....	18,991	13,991
Soya bean oil.....	2,177,161	3,548,969
Total .....	39,325,020	36,046,857

### Ingredients of colored oleomargarine:

	Nov. 1937.	Nov. 1936.
lbs.	lbs.	lbs.
Babassu oil .....	874	60,013
Cocoonut oil .....	10,311	184
Color .....	102	2
Corn oil .....	51,336	20,857
Cottonseed oil .....	232	220
Derivative of glycerine.....	27,421	44,178
Milk .....	5,733	5,553
Neutral lard .....	20,917	36,836
Oleo oil .....	1,200	500
Oleo stearine .....	1,012	1,973
Oleo stock .....	825	2,500
Ouricury .....	925	550
Palm oil .....	58	430
Palm kernel oil.....	8,934	18,479
Salt .....	48	85
Soda (benzoate of).....	9,415	7,318
Soya bean oil.....	186,515	207,172
Total .....	186,515	207,172

## WANT A GOOD MAN?

For good experienced men try the "Classified" page of THE NATIONAL PROVISIONER.

## COTTONSEED PRODUCTS PRODUCED AND CONSUMED

For five months ended December 31, 1937 and 1936, as reported by Department of Commerce:

### COTTON SEED RECEIVED, CRUSHED, AND ON HAND (TONS).

	Received at mills* Aug. 1 to Dec. 31, 1937.	1936.	Crushed Aug. 1 to Dec. 31, 1937.	1936.	On hand at mills Dec. 31, 1937.	1936.
United States .....	5,237,071	4,083,041	3,609,513	2,791,836	1,069,633	1,263,131
Alabama .....	322,718	803,542	261,732	217,764	61,217	86,496
Arkansas .....	526,696	423,173	315,425	262,144	211,634	161,655
California .....	235,581	150,694	93,078	73,408	147,071	78,394
Georgia .....	432,037	394,924	365,731	307,177	98,654	69,524
Louisiana .....	235,285	209,956	189,349	161,033	46,140	50,597
Mississippi .....	823,812	765,117	474,373	418,274	337,405	348,879
North Carolina.....	234,725	189,424	172,410	151,662	62,726	38,452
Oklahoma .....	227,157	78,278	185,393	62,269	42,266	17,064
South Carolina.....	193,605	168,947	172,659	145,519	21,896	24,613
Tennessee .....	353,209	339,641	225,906	206,677	127,716	133,775
Texas .....	1,453,373	862,415	1,043,368	692,914	434,877	179,377
All other states.....	196,854	146,930	109,139	92,995	88,311	54,206

\*Includes seed destroyed at mills but not 42,394 tons and 21,926 tons on hand Aug. 1 nor 80,243 tons and 45,104 tons reshipped for 1937 and 1936 respectively.

### COTTONSEED PRODUCTS MANUFACTURED, SHIPPED OUT, AND ON HAND.

	Season	On hand August 1.	Produced Aug. 1 to Dec. 31.	Shipped out Aug. 1 to Dec. 31.	On hand Dec. 31.
Crude oil .....	1937-38	*11,141,266	1,091,826,774	1,011,664,726	*200,643,988
(pounds) .....	1936-37	19,191,506	830,666,330	787,308,724	143,242,766
Refined oil .....	1937-38	†441,062,343	‡802,490,209	.....	†447,678,407
(pounds) .....	1936-37	318,573,305	660,901,493	.....	450,463,024
Cake and meal .....	1937-38	41,952	1,603,956	1,452,930	192,978
(tons) .....	1936-37	65,063	1,248,654	1,097,062	216,645
Hulls .....	1937-38	43,422	922,088	843,090	122,390
(tons) .....	1936-37	23,898	714,295	582,000	150,183
Linters .....	1937-38	61,547	819,163	479,523	401,187
(running bales).....	1936-37	48,819	676,225	532,292	187,752
Hull fiber .....	1937-38	1,828	34,214	14,256	21,796
(500-lb. bales).....	1936-37	88	25,523	21,170	2,446
Grabbots, motes, etc.....	1937-38	7,379	42,753	15,126	35,011
(500-lb. bales).....	1936-37	2,991	29,846	18,705	14,132

\*Includes 4,272,188 and 70,300,492 pounds held by refining and manufacturing establishments and 4,369,480 and 88,672,850 pounds in transit to refiners and consumers August 1, 1937 and Dec. 31, 1937 respectively.

†Includes 13,349,453 and 8,955,099 pounds held by refiners, brokers, agents, and warehousemen at places other than refineries and manufacturing establishments and 7,957,878 and 7,136,753 pounds in transit to manufacturers of lard substitute, oleomargarine, soap, etc., August 1, 1937 and Dec. 31, 1937 respectively.

‡Produced from 870,126,261 pounds of crude oil.

## FAT MARKETS IN FRANCE

(Special Report to The National Provisioner from Emmanuel Weidling & A. Bloch, 12 Rue Lamartine, Paris.)

December 31, 1937.

LARD—Market continued to weaken during December and choicest grades of refined Paris pure lard in boxes of 25 kilos (56 lbs.), net weight, were quoted delivered here at 600 francs per 100 kilos for export (i.e. without the interior taxes), parity c.i.f. New York, about \$9.75 per 100 lbs. Market a little firmer toward close of period.

TALLOW—Market continued to decline until about middle of December but became very firm during the second half of the month. Paris official quotation was 285 francs per 100 kilos at end of November, 265 on December 15 and again 285 at end of December. Fine toilet soapmaking tallow was quoted at 310 francs per 100 kilos and edible grade at 350 francs.

VEGETABLE OILS—Soapmaking groundnut oil quotations 425 francs per 100 kilos naked, against 420 at end of November. Edible grades 540@570 against 560@590. Copra oil 345 against 330 francs.

## COTTONSEED PRODUCTS MEET

Next annual convention of the National Cottonseed Products Association will be held in New Orleans, La., from May 16 to 18, according to announcement by S. M. Harmon, secretary-treasurer of the association. The Roosevelt Hotel at New Orleans has been designated as headquarters for the convention.

# Vegetable Oils

WEEKLY MARKET REVIEW

**C**OTTON oil futures at New York bulged 30 to 40 points during the past week under buying brought about by inflationary fears, advances in commodities and securities and an upward tendency in Southern crude oil prices. Realizing and hedge selling later materialized to halt the upturn and bring about a modest setback from the week's best levels. Optimistic reports on distribution of cash oil and shortening had much to do with the market's strength. Elimination of shorts weakened the technical position and aided in halting the rise.

Ring professionals did not like the character of buying on the advance and took to the selling side, anticipating a natural setback. It was contended that a great many hedges had been put into the ring on the upturn, that the oil had not been fully digested, and that the market would probably back and fill while it consolidated its gains.

There was nothing in the market itself or in outside factors that was particularly bearish. This fact brought a persistent demand on a scale downwards. Oil statistics were considered satisfactory, although there is still a huge quantity of oil in sight.

## Imports Practically Stopped

December statistics show that imports of cotton oil have practically stopped and imports of other edible oils are on a small scale. Consumption of cotton oil in margarine made a new high record during November.

December distribution of cottonseed oil totaled 358,328 bbls. against 351,616 bbls. in December 1936. Consumption during the first 5 months of the season amounted to 1,990,000 bbls. compared with 1,873,000 bbls. for the same time last season, an increase of 617,000 bbls. Imports of cotton oil in December were only 123 bbls. against 5,539 bbls. in December, 1936. Average monthly consumption of cottonoil so far this season has been 397,925 bbls. against 274,686 bbls. the same time last season.

The visible supply of oil at the beginning of the calendar year was 2,778,500 bbls. against 2,292,700 bbls. on the same date last year.

Lard is the only troublesome factor in the oil situation. There are indications that cash oil and shortening demand thus far in January has been comparatively large. Some trade leaders already predict that January oil distribution will materially exceed the 307,000 bbls. in January, 1937.

**COCOANUT OIL.**—There were reports of fair trading in some quarters but confirmation was lacking. Bids of 3½c at New York met counter offerings at 4c. The market was quoted around 3½c on the Pacific Coast.

**CORN OIL.**—Offerings continued light. There was some buying interest at New York at the 6½c level.

**SOYA BEAN OIL.**—There were reports in New York that nearby oil sold at 5½c. First quarter shipment, however, was 5½c bid and 5½c@5½c asked. Second quarter shipment was 6c asked.

**PALM OIL.**—Reports indicate that soapers absorbed quite a little oil recently. The market was steady at New York with spot Nigre quoted at 4c; shipment, 3.60c, and Sumatra oil, 3½c.

**PALM KERNEL OIL.**—The market was reported steady at New York at 4.85c.

**OLIVE OIL FOOTS.**—More inquiry was in the market at New York and a fair trade was passing. Spot foots were quoted at 8½c and new crop at 7½c.

**PEANUT OIL.**—The market at New York was more or less nominal at 6½c due to absence of offerings.

## COTTONSEED PRODUCTS EXPORTS AND IMPORTS

For four months ended November 30, 1937 and 1936:

Exports:	1937.	1936.
Oil, crude, lbs.....	1,773,024	27,297
Oil, refined, lbs.....	2,092,269	612,584
Cake and meal, tons.....	43,777	2,881
Linters, running bales.....	92,643	82,982
Imports:		
Oil, crude, lbs.....	none	1,864,900
Oil, refined, lbs.....	20,791,959	32,525,120
Cake and meal, tons.....	1,464	8,638
Linters, bales.....	3,885	19,614

## SOUTHERN MARKETS

### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., January 13, 1938.—Cotton oil futures are steady to higher. Crude, firm at 6@6½c lb., f.o.b. mills, all directions. Offerings meet with quick acceptance. Bleachable, firm, with stocks compared to lower grades relatively small. December consumption of cotton oil is largest for that month in history of the industry. Fully 80 per cent of the season's seed crush was marketed by December 31st; balance is likely to bring full prices. Declines in oil are apt to be only moderate, while advances may prove substantial as season progresses.

### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Texas, January 13, 1938.—Forty-three per cent cottonseed cake and meal, Dallas basis, for interstate shipment, \$23.50. Prime cottonseed oil 6@6½c.

## COTTON OIL TRADING

**COTTON OIL TRADING.**—Valley crude was quoted on Thursday at 6.12½c paid; Southeast 6.12½c bid; Texas 6.00c bid, 6.12½c asked at common points, Dallas 6.12½c nominal.

Market transactions at New York:

	—Range—			—Closing—	
	Sales.	High.	Low.	Bid.	Asked.
Jan. . . . .	2	730	730	727 a	735
Feb. . . . .				730 a	nom
Mar. . . . .	40	738	736	738 a	trad
Apr. . . . .				740 a	nom
May . . . . .	75	741	737	739 a	trad
June . . . . .				740 a	nom
July . . . . .	88	745	740	743 a	trad
Aug. . . . .				743 a	nom

Saturday, January 8, 1938					
Jan. . . . .	1	731	731	737 a	739
Feb. . . . .				740 a	nom
Mar. . . . .	24	748	738	745 a	trad
Apr. . . . .				745 a	nom
May . . . . .	45	751	741	749 a	trad
June . . . . .				750 a	nom
July . . . . .	80	755	744	753 a	5ltr
Aug. . . . .				751 a	nom

Monday, January 10, 1938					
Jan. . . . .				743 a	753
Feb. . . . .				750 a	nom
Mar. . . . .	66	754	745	753 a	trad
Apr. . . . .				753 a	nom
May . . . . .	113	757	747	755 a	757
June . . . . .				757 a	nom
July . . . . .	94	760	750	758 a	760
Aug. . . . .				759 a	nom

Tuesday, January 11, 1938					
Jan. . . . .	15	758	750	755 a	754
Feb. . . . .				740 a	nom
Mar. . . . .	19	756	743	749 a	trad
Apr. . . . .				749 a	nom
May . . . . .	83	758	746	752 a	trad
June . . . . .				752 a	nom
July . . . . .	59	760	749	754 a	trad
Aug. . . . .				754 a	nom

Wednesday, January 12, 1938					
Jan. . . . .	4	763	747	749 a	760
Feb. . . . .				740 a	nom
Mar. . . . .	4	749	742	745 a	trad
Apr. . . . .				745 a	nom
May . . . . .	42	750	744	749 a	750
June . . . . .				750 a	nom
July . . . . .	35	754	748	754 a	53tr
Aug. . . . .				755 a	nom

Thursday, January 13, 1938					
Jan. . . . .				750 a	760
Mar. . . . .				750 a	752
May . . . . .				754 a	756
July . . . . .				759 a	nom

(See page 41 for later markets.)

## HULL OIL MARKETS

Hull, England, January 12, 1938.—Refined oil, 23s 6d. Egyptian crude cottonseed oil, 20s 6d.

# Hides and Skins

WEEKLY MARKET REVIEW

## Chicago

**PACKER HIDES.**—Buying interest has been very limited in the packer market throughout the week and actual sales confined to the movement of 5,500 Nov.-Dec. all-light native steers by one packer at 13½¢, steady with last sales basis 14½¢ for heavies. Same packer is credited with having sold 15,000 or more Nov. to Jan. all-heavy native steers at a price to net about 15¢, presumably going to Japan although not confirmed. Several cars of calf and kipskins also moved at the advanced prices established last week.

The Association is credited with having sold 2,000 Dec.-Jan. light native cows late last week at 10½¢, or ¼¢ down; packers ask 11¢. Heavy native cows, as previously reported, sold late last week at 11½¢ for Nov.-Dec. take-off, steady price; an outside packer also sold a car washed heavy cows at 12¢.

Hides have been available throughout the week at steady prices without attracting bids in any quantity. The action of the hide futures market, which advanced about a half-cent Saturday and Monday and then lost the advance and ¼¢ more since, has been a discouraging factor.

Quotations are nominally unchanged in the absence of trading. The bulk of packers' holdings consists of light native cows and branded cows, while holdings of steers are moderate and production rather light on native steers.

Federal inspected slaughter of cattle for Dec. was 859,441 head, compared with 855,835 for Nov. and 986,839 for Dec. 1936; total for entire year 1937 was 10,069,550 cattle as against 10,971,595 for 1936, and 8,945,077 for ten year average 1927 to 1936.

Calf slaughter in Dec. was 452,178 head, compared with 467,994 in Nov. and 493,834 in Dec. 1936; total for entire year 1937 was 6,281,388 calves, compared with 6,069,551 for 1936, and 5,058,127 for ten year average.

**LATER:** An Indiana packer sold 5,000 Nov.-Dec. washed light native cows at 10½¢; these usually bring premium for washed hides. Buyers showing very little interest in market.

**OUTSIDE SMALL PACKER HIDES.**—Offerings of outside small packer all-weights basis 10¢ for Nov.-Dec. natives, and some at 9½¢, selected, del'd Chicago, are unsold; last trading reported was at 9½¢ and, while tanners appear to have pulled out of the market and are not bidding, their ideas are indicated as around 9¢ at the moment, brands ½¢ less, in view of the general dullness of all hide markets.

**PACIFIC COAST.**—Buying interest still lacking in the Coast market and offerings at 12¢ for steers and 9¢ for cows, flat, f.o.b. shipping points, last

trading prices for Sept.-Oct. hides, attracting no attention.

**FOREIGN WET SALTED HIDES.**—Trading still very light in the South American market but the hides accumulating there are now best summer quality. Last reported sale on standard steers was at 85 pesos, equal to 14¢, c.i.f. New York, couple weeks back. One lot of 1,500 Sansinena reject cows sold early mid-week at 67 pesos or 11½¢; 3,000 Sansinena light steers also sold at 78 pesos or 12½¢, about ¼¢ down from last sale.

**COUNTRY HIDES.**—The inactivity of the packer market and the lack of interest on the part of tanner buyers has resulted in a very dull country hide market. Quotations are mostly nominal and next trading prices will depend upon whether packer light cows move at steady price. Offerings of all-weights at outside points are light and quoted nominally 8@8½¢ untrimmed, selected, del'd Chicago, while buyers have ideas of 8@8½¢ trimmed but apparently are unable to purchase that way. Heavy steers and cows range 8¼@8½¢ trimmed for lots containing fair percentage of cows, ranging up to 9¢ for mostly steers and down to 8@8½¢ for mostly cows. Buff weights quoted around 8½¢ trimmed and extremes around 9½¢, last paid for trimmed stock, with ¼¢ more usually asked for both. Bulls and glues 6@6½¢ flat. All-weight branded hides around 7¼¢ flat.

**CALFSKINS.**—One packer sold 3,500 Dec. heavy northern calfskins, 9½/15 lb., at 17½¢, and 4,400 Dec. all point lights under 9½ lb. at 15½¢, steady prices. Another packer later sold 5,000 Dec. lights at 15½¢. The greater part of Dec. northern heavies and most of lights have moved; River point heavies available at 16½¢, paid to one packer last week.

Total of about six cars Chicago city 8/10 lb. calf sold at end of last week at 13½¢, following the disclosure of an earlier quiet sale at that figure, and leaving the light end well sold up; one car 10/15 lb. sold at 14½¢, and more offered this basis with no bids. Outside cities, 8/15 lb., quoted 13@13½¢ nom.; straight countries 10½@11¢ flat. Chicago city light calf and deacons were well cleaned up last week at 90¢.

**KIPSKINS.**—Packer Dec. northern native kipskins available at 13½¢; two packers sold their southern natives last week at 12½¢, and also moved their Dec. northern over-weights at 12½¢ and southern 11½¢. One packer this week sold 1,400 Dec. northern over-weights at 12½¢, steady. Branded kips are available at 11¢.

Chicago city kipskins are available at 12¢, although collectors usually talk 12½¢; over-weights last sold at 11½¢.

Outside cities 11½@12¢ nom.; straight countries around 10¢ flat.

Packer Dec. regular slunks were well sold up previous week at 77½¢.

**HORSEHIDES.**—The lack of interest in horsehides leaves prices not clearly established and more or less nominal. Occasional small sales being made but only where lots are available at buyers' ideas. In a nominal way, some quote good city renderers with full manes and tails \$3.10@3.25, selected, f.o.b. shipping points; ordinary trimmed renderers \$2.75@2.90 del'd Chicago; mixed city and country lots quoted at \$2.25@2.35, Chicago.

**SHEEPSKINS.**—Dry pelts quiet and nominally 11½@13¢ per lb., del'd Chicago. Shearling production very light and slow to accumulate; last sale, mentioned previous week, was a car at 75¢ for No. 1's, 60¢ for No. 2's and 50¢ for No. 3's. Pickled skins very quiet, the quality at present not very desirable and buying interest lacking; Dec. skins are available at \$4.50 per doz., although \$4.75 is usually asked, while buyers talk lower in a nominal way. Quality of wool pelts improving and quotations range \$1.55@1.75 per cwt. live lamb, top reported in one direction to have been paid for Jan. pelts; some are quoting \$1.75@1.82½ for the best quality stock.

## New York

**PACKER HIDES.**—One New York packer late this week sold a car August native steers at 15¢, and a sale of Nov. natives was also reported to have been made at 14½¢. Nov. and prior branded steers are well sold up, with last trading on June to middle of Oct. butt brands at 14½¢ and Colorados 14¢, with late Oct. into early Dec. at ½¢ less. Some Aug. forward bulls available at 10¢.

**CALFSKINS.**—Market quoted nominally about unchanged in absence of trading, with collectors' 4-5's around \$1.00, 5-7's \$1.25 last paid, 7-9's \$1.65 last paid and 9-12's \$2.45 last paid. Packer 4-5's quoted around \$1.20@1.25 nom., 5-7's \$1.50@1.55 nom., 7-9's \$1.80 last paid and 9-12's quoted at \$2.70 last paid.

## N. Y. HIDE FUTURE MARKETS

Saturday, Jan. 8, 1938—Close: Mar. 10.70@10.79 sales; June 11.05@11.10 sales; Sept. 11.41 n.; Dec. 11.71 n.; sales 49 lots. Closing 26@33 higher.

Monday, Jan. 10, 1938—Close: Mar. 10.92 sale; June 11.28 sale; Sept. 11.60 n.; Dec. 11.90 n.; sales 108 lots. Closing 19@23 higher.

Tuesday, Jan. 11, 1938—Close: Mar. 10.72@10.73 sales; June 11.02@11.05 sales; Sept. 11.38 sale; Dec. 11.70 n.; sales 68 lots. Closing 20@26 lower.

Wednesday, Jan. 12, 1938—Close: Mar. 10.40 sale; June 10.75 sale; Sept. 11.05@11.10; Dec. 11.35 n.; sales 95 lots. Closing 27@35 lower.

Thursday, Jan. 13, 1938—Close: Mar. 10.20 sale; June 10.56 sale; Sept.

10.86@10.90; Dec. 11.16 n.; sales 114 lots. Closing 19@20 lower.

Friday, January 14, 1938—Close: Mar. 10.03 sales; nom.; June 10.38@10.41 sales; Sept. 10.70@10.75; Dec. (1938) 11.00 nom. sales 114 lots.

## CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Jan. 14, 1938 with comparisons,

	PACKER HIDES. Week ended Jan. 14.	Prev. week.	Cor. week, 1937.
Spr. nat. strs. ....	@15n	@15n	16% @17n
Hvy. nat. strs. ....	@14½	@14½	@16½
Hvy. Tex. strs. ....	@14	@14	@16½
Hvy. butt brand strs. ....	@14	@14	@16½
Hvy. Col. strs. ....	@13½	@13½	@16
Ex-light Tex. strs. ....	@10½	@10½	@14½
Brnd'd cows.. Hvy. nat. cows	@10½ @11½	@10½ @11½	@14½ @14½
Lat. nat. cows.. Nat. bulls...	@11 @10	@11 @10	@14½ @11½
Brnd'd bulls.. Calfskins .....	@9 15½ @17½	@9 15½ @17½	@10½ 24 @27
Kips, nat. .... Kips, ov-wt. ....	@13½n @12½	@13½n @12½	@17½ @16
Kips, brnd'd.. Slunks, reg. ....	@11ax @77½	@11ax @77½	@14 1.25@1.40
Slunks, hris. ....	@40	@40	55 @60

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

## CITY AND OUTSIDE SMALL PACKERS.

Nat. all-wts. ....	9½ @10n	9½ @10	13½ @14½
Branded .....	9 @9½n	9 @9½	13 @14
Nat. bulls. ....	7½ @8	7½ @8	@10½
Brnd'd bulls.. Calfskins .....	13½ @14½ @13½	13½ @15 @13½	22 @24 @15½
Kips .....	@12½	@12½	@15½
Slunks, reg. ....	@75n	@75n	1.10@1.25n
Slunks, hris. ....	@35n	@35n	40 @50n

## COUNTRY HIDES.

Hvy. steers. ....	8¼ @8½	8¼ @8½	@11
Hvy. cows. ....	8¼ @8½	8¼ @8½	@11
Bulls .....	@8½	@8½	12 @12½
Extremes .....	@9½	@9½	13½ @13½
Bulls .....	6 @6½	6 @6½	9 @9½
Calfskins .....	10½ @11	10½ @11	16% @17
Kips .....	@10n	@10½	13½ @13½
Light calf. ....	@75n	@75n	1.10@1.25n
Deacons .....	@75n	@75n	1.10@1.25n
Slunks, reg. ....	@45 @60n	45 @60n	80 @90n
Slunks, hris. ....	@20n	@20n	15 @25n
Horsehides .....	2.25@3.25	2.25@3.25	4.75@5.50

## SHEEPSKINS.

Pkr. lambs. ....			
Sm. pkr. ....			
lams .....			2.50@2.60
Pkr. shearings. ....	@75	@75	1.35@1.50
Dry pelts. ....	11½ @13n	11½ @12n	22 @23

## CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended Jan. 8, 1938, were 4,344,000 lbs.; previous week 4,503,000 lbs.; same week last year, 6,230,000 lbs.; from January 1 to Dec. 31 this year, 238,236,000 lbs.; same period a year ago, 225,536,000.

Shipments of hides from Chicago for the week ended Jan. 8, 1938, were 3,864,000 lbs.; previous week, 3,743,000 lbs.; same week last year, 5,202,000 lbs.; from January 1 to Dec. 31 this year, 248,362,000 lbs.; same period a year ago, 226,048,000.

## MEAT AND LARD EXPORTS

Exports of bacon and lard through port of New York during week ended January 13, 1938 totaled 832,789 lbs. of lard and 165,000 lbs. of bacon.

Week Ending January 15, 1938

# Week's Closing Markets

## FRIDAY'S CLOSINGS

### Provisions

Hog prices were quiet and barely steady during the latter part of the week on packers selling and some uneasiness over French political situation. Cash trade was fairly good; hogs were easier with Chicago top at \$8.60.

### Cottonseed Oil

Cotton oil was quieter but steady with some profit-taking on easier allied and outside markets but scattered demand maintaining prices. Crude oil was firm; Texas was quoted 6½c sales; southeast and valley, 6½c. Cash trade was good. Texas reports seventy-five per cent of crude already marketed.

Quotations on bleachable cottonseed oil at close of market on Friday were: Jan. 7.45@7.60; March 7.47@7.46 sales; May 7.50 sales; July 7.55 sales. Sales 55 lots. Closing steady.

### Tallow

Tallow, extra 6½c lb. f.o.b.

### Stearine

Stearine, 7¼c, plants.

### Friday's Lard Markets

New York, January 14, 1938.—Prices are for export. Lard, prime Western,

9.10@9.20c; middle Western, 9.00@9.10c; city, 8½c; refined Continent, 9½c; South American, 9½c; Brazil kegs, 9½c; compound, 9½c in carlots.

## BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, January 13, 1938.—General provision market steady but dull; poor demand for A. C. hams; fair demand for pure lard.

Friday's prices were: Hams, American cut, 82s; ham, long cut, exhausted; Liverpool shoulders, square, unquoted; picnics, unquoted; short backs, unquoted; bellies, English, 78s, Wiltshires unquoted; Cumberlands, 69s; Canadian Wiltshires, 75s; Canadian Cumberlands, 81s; spot lard, 50s 6d.

## BRITISH PROVISION IMPORTS

Liverpool Provision Trade Association reports Dec. imports as follows:

Bacon (including shoulders), cwts. ....	38,914
Hams, cwts. ....	36,441
Lard, tons .....	1,129

Approximate weekly consumption ex-Liverpool stocks is given below:

	Bacon, cwts.	Hams, cwts.	Lard, tons.
December, 1937 .....	8,743	9,275	228
November, 1937 .....	5,263	7,155	232
December, 1936 .....	7,955	7,343	146

## LARD AND GREASE EXPORTS

Exports of lard from New York City, week of January 8, 1938, totaled 1,570,585 lbs.; greases 176,000 lbs.; stearine none; tallow none.

## ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to January 14, 1938: To the United Kingdom, 94,342 quarters; to the Continent, 40,487. Last week to United Kingdom, 72,632 quarters; to the Continent, 31,003.

## GERMAN HOGS AND LARD

Top hogs at Berlin were quoted at \$17.30 per cwt. during the week of December 22, 1937, at the same price for the previous week and at \$17.70 the same time a year earlier. Lard in tierces at Hamburg was quoted at \$10.35 per cwt., \$10.70 the previous week and \$14.83 the week of December 23, 1936.

## Watch the Markets!

It's just as important to know the market when prices are high as when they are low. It is vital to know the market when prices are fluctuating up or down.

A car of product sold at ¼c under the market costs the seller \$37.50; at ¼c under he loses \$75.00; at ½c under he loses \$150.00; at 1c under he loses \$300.00.

The same is true of BUYERS of carlot product. If they pay over the going market they stand to lose similar amounts.

THE NATIONAL PROVISIONER'S DAILY MARKET SERVICE gives an exact reflection of the market and the market prices on each of the full trading days of the week.

Cost of this service for a whole year can be more than saved in a single carlot transaction made at ¼c variation from actual market price.

Information furnished by THE DAILY MARKET SERVICE is vital to anyone handling meats on a carlot basis. For full information, write THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

# Live Stock Markets

WEEKLY REVIEW

## FED CATTLE OUTLOOK

Cattle on feed in the 11 Corn Belt states on January 1 was 15 per cent larger than the number on feed a year earlier, it was estimated by The Bureau of Agricultural Economics. The number on feed in the Western states was about 2 per cent smaller than the record number on feed on January 1, 1937; but larger numbers were reported on feed in other important feeding areas.

More cattle were on feed on January 1 this year than last in all Corn Belt states, except Kansas and Michigan. The largest percentage increases were in the Western corn belt, where cattle feeding a year ago was at a very low level as a result of the 1936 drought. In the corn belt area east of the Mississippi the estimated number on feed January 1 was 11 per cent larger than a year earlier, with the largest increase in Illinois. For the area west of the Mississippi the number was 19 per cent larger, with the largest increases in South Dakota and Nebraska, where the number fed a year earlier was small.

While the number on feed is larger than a year ago, it apparently is not large in comparison with numbers fed in years of large corn production prior to the drought years when feeding in the Western corn belt was cut down because of short corn supplies. The number on feed in the Eastern Corn Belt this year is probably the largest in nearly 15 years, and the proportion of the Corn Belt total in this area is near the largest on record. The number on feed in the Western Corn Belt is apparently much below the numbers fed in most years before 1934.

The estimated number of cattle on feed January 1 in the eleven Western states was about 2 per cent smaller than the record large number fed in those states a year earlier. Changes from last year were not large in any state, with increases indicated in five states and decreases in six states.

Relatively large increases in the num-

ber of cattle on feed January 1 over a year earlier are reported for Texas and Oklahoma, with numbers being fed at cottonseed oil mills much larger than a year ago. Shipments of feeder cattle into the Lancaster, Pa., feeding area during the last half of 1937 were of record size, with indications of an increase of around 15 per cent in feeding operations this winter over last.

Reports from Corn Belt feeders as to the weights of cattle in feed lots when put on feed show a smaller proportion weighing over 750 pounds than in any of the past four years, with a relatively large proportion of yearling type cattle and about an average proportion of feeder calves. Reports on expected months of marketing show that the largest percentage in the past five years is intended for marketing in May or later.

## KINDS OF LIVESTOCK KILLED

The percentage of each class of livestock slaughtered during November, 1937, compared with November a year earlier is reported as follows:

	Nov., 1937.	Nov., 1936.	10 yr. Nov. av.
	Per cent.	Per cent.	Per cent.
Cattle—			
Steers .....	33.11	33.98	40.69
Cows and heifers .....	63.84	62.73	55.87
Bulls and stags .....	3.06	3.29	3.44
Hogs—			
Sows .....	49.06	49.77	50.49
Barrows .....	50.41	49.82	49.04
Stags and boars .....	.53	.41	.47
Sheep and lambs—			
Lambs and year- lings .....	90.98	90.75	92.68
Sheep .....	9.07	9.25	7.32

## DECEMBER BUFFALO LIVESTOCK

Movement at Buffalo, N. Y., for December, 1937:

	Cattle.	Calves.	Hogs.	Sheep.
Receipts .....	11,915	15,198	23,006	65,708
Shipments .....	3,523	10,230	14,103	48,992
Local slaughters .....	8,697	5,065	8,893	16,860

## LIVESTOCK COST AND YIELD

Average cost, yield and weight of livestock slaughtered under federal inspection, November, 1937, with comparisons:

	Nov., 1937.	Oct., 1937.	Nov., 1936.
Average cost per 100 lbs.:			
Cattle .....	\$ 6.84	\$ 6.60	\$ 5.87
Calves .....	7.18	7.20	6.10
Swine .....	8.50	10.13	9.27
Sheep and lambs .....	8.55	8.74	7.92
Average yields, per cwt.:			
Cattle .....	51.94	50.31	50.95
Calves .....	55.78	55.30	54.41
Swine .....	74.28	74.14	73.98
Sheep and lambs .....	46.27	46.63	46.81
Average live weight, lbs.:			
Cattle .....	876.20	891.74	912.20
Calves .....	207.24	213.78	213.62
Swine .....	224.92	225.28	211.22
Sheep and lambs .....	85.19	83.52	85.31

## SLAUGHTER BY STATIONS

Livestock slaughter under federal inspection during December, 1937, by stations is reported as follows:

	Cattle.	Calves.	Sheep and lambs.	Swine.
Baltimore .....	8,700	1,311	3,492	50,333
Chicago <sup>1</sup> .....	122,660	26,633	177,863	519,733
Denver .....	11,684	1,922	19,243	20,092
Kansas City .....	61,274	23,995	60,298	132,515
New York <sup>2</sup> .....	36,213	65,812	270,332	232,662
Omaha .....	68,179	10,008	84,923	135,616
St. Louis <sup>3</sup> .....	52,326	28,763	63,141	226,406
St. Paul .....	54,999	3,801	75,865	117,362
So. St. Paul <sup>4</sup> .....	60,035	46,574	90,700	243,968
All other stations .....	403,421	242,359	556,944	2,270,417
Total: Dec., 1937 .....	859,441	452,178	1,402,907	3,958,456
<sup>1</sup> Includes Elburn, Ill.				
<sup>2</sup> Includes Jersey City and Newark, N. J.				
<sup>3</sup> Includes National Stock Yards and East St. Louis, Ill.				
<sup>4</sup> Includes Newport and St. Paul, Minn.				

## PACIFIC COAST LIVESTOCK

Receipts five days ended Jan. 7, 1938:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles .....	7,680	1,000	1,980	1,200
San Francisco .....	1,375	45	3,545	4,700
Portland .....	2,100	215	7,650	1,750
DIRECTS—Los Angeles: Cattle, 27 cars; calves, 8 cars; hogs, 145 cars; sheep, 55 cars. San Francisco: Cattle, 700 head; calves, 45 head; hogs, 3,180 head; sheep, 2,000 head. Portland: Hogs, 4,120.				



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## CORN BELT DIRECT TRADING

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., January 13, 1938. At 20 concentration points and 10 packing plants in Iowa and Minnesota the trade undertone was strong and active during most of the week, despite an increase of about 43 per cent in direct receipts as compared with a week and a year ago. Prices Thursday, on butchers, 220 lbs., down, steady to 10c lower than last Saturday. Heavier kinds and packing sows 10@25c off. Current prices good and choice 170 to 220 lb. hogs mostly \$7.70@7.90, few strictly choice 170 to 200 lb. to \$8.00; 200 to 250 lb. \$7.40@7.70; 250 to 290 lb. \$6.90 @7.40; 290 to 350 lb. \$6.40@6.90; 160 to 180 lb. \$7.50@7.85. Good sows 350 lb. down \$6.05@6.30. Bulk of heavier kinds, \$5.75@6.05.

Receipts for the week ended Thursday, January 13, 1938, are reported as follows:

	This week.	Last week.
Friday, Jan. 7.....	41,300	33,000
Saturday, Jan. 8.....	45,900	Holiday
Monday, Jan. 10.....	75,500	87,000
Tuesday, Jan. 11.....	87,600	23,900
Wednesday, Jan. 12.....	48,000	24,600
Thursday, Jan. 13.....	33,600	50,200

## CANADIAN LIVESTOCK PRICES

### STEERS.

Top Prices	Week ended Jan. 6.	Last week.	Same week 1937.
Toronto.....	\$7.60	\$7.25	\$7.25
Montreal.....	6.50	7.00	6.75
Winnipeg.....	6.00	6.00	7.00
Calgary.....	5.00	4.00	6.00
Edmonton.....	5.50	6.00	6.00
Prince Albert.....	4.50	.....	.....
Moose Jaw.....	6.00	5.50	4.50
Saskatoon.....	5.00	5.00	5.00

### VEAL CALVES.

Toronto.....	\$11.00	\$10.50	\$12.00
Montreal.....	10.00	10.00	10.00
Winnipeg.....	9.00	9.00	9.00
Calgary.....	6.50	5.50	6.25
Edmonton.....	7.00	7.00	6.00
Prince Albert.....	.....	.....	3.50
Moose Jaw.....	6.00	6.00	6.00
Saskatoon.....	7.00	7.25	6.50

### SELECT BACON HOGS.

Toronto.....	\$8.75	\$8.65	\$8.75
Montreal (1).....	9.25	9.00	9.00
Winnipeg (1).....	8.25	8.25	8.25
Calgary.....	8.10	7.75	7.55
Edmonton.....	8.15	8.00	7.55
Prince Albert.....	8.00	8.00	8.00
Moose Jaw.....	8.10	8.10	8.00
Saskatoon.....	7.75	8.00	8.00

(1) Montreal and Winnipeg hogs sold on a "fed and watered" basis. All others "off trucks."

### GOOD LAMBS.

Toronto.....	\$8.50	\$8.50	\$9.50
Montreal.....	8.00	8.00	8.50
Winnipeg.....	6.75	6.75	8.00
Calgary.....	6.00	5.50	6.50
Edmonton.....	6.25	6.25	6.75
Prince Albert.....	5.50	.....	.....
Moose Jaw.....	6.25	6.00	7.00
Saskatoon.....	6.00	.....	.....

## U. S. INSPECTED HOG KILL

At 8 points for the week ended January 7, 1938:

	Week ended Jan. 7.	Prev. week.	Cor. week, 1937.
Chicago.....	111,077	98,486	146,945
Kansas City, Kansas.....	24,432	23,691	30,504
Omaha.....	30,279	26,472	23,755
St. Louis & East St. Louis.....	44,693	49,553	69,420
St. Joseph.....	14,386	10,258	14,998
St. Paul.....	51,120	47,427	40,072
N. Y., Newark and J. C.....	42,225	48,157	46,101
Total.....	348,536	325,808	590,640

## LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, January 13, 1938, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or sily hogs, excluded). CHICAGO. E. ST. LOUIS. OMAHA. KANS. CITY. ST. PAUL.

### BARROWS AND GILTS.

#### Good-choice:

140-180 lbs.....	\$ 8.25@ 8.50	\$ 8.40@ 8.60	\$ 8.00@ 8.10	\$ 8.00@ 8.25	\$ 8.10@ 8.15
180-200 lbs.....	8.25@ 8.50	8.35@ 8.60	8.00@ 8.15	8.00@ 8.25	8.10@ 8.15
200-220 lbs.....	8.25@ 8.50	8.35@ 8.60	8.00@ 8.15	8.00@ 8.25	8.10@ 8.15
220-250 lbs.....	8.00@ 8.40	8.25@ 8.55	8.00@ 8.15	7.90@ 8.15	7.90@ 7.95
250-290 lbs.....	7.50@ 8.20	7.75@ 8.35	7.50@ 8.10	7.65@ 8.15	7.25@ 7.65
290-350 lbs.....	7.10@ 7.75	7.15@ 7.90	6.90@ 7.80	7.15@ 7.85	6.65@ 7.25
	6.75@ 7.25	7.00@ 7.35	6.65@ 7.40	6.90@ 7.35	6.40@ 6.70

#### Medium:

140-180 lbs.....	7.50@ 8.25	7.90@ 8.40	.....	.....	.....
180-200 lbs.....	7.50@ 8.25	7.90@ 8.40	.....	.....	.....
200-220 lbs.....	7.50@ 8.25	7.90@ 8.40	.....	.....	.....

### PACKING SOWS.

#### Good:

275-350 lbs.....	6.50@ 6.80	6.50@ 6.75	6.40@ 6.50	6.40@ 6.60	6.20@ 6.25
350-425 lbs.....	6.85@ 6.90	6.40@ 6.65	6.35@ 6.50	6.25@ 6.50	6.10@ 6.25
425-550 lbs.....	6.25@ 6.40	6.25@ 6.50	6.25@ 6.50	6.00@ 6.40	6.00@ 6.20

#### Medium:

275-550 lbs.....	6.00@ 6.40	6.00@ 6.50	.....	.....	.....
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### SLAUGHTER PIGS:

#### Good-choice:

100-140 lbs.....	7.75@ 8.50	7.00@ 8.35	.....	7.75@ 8.50	8.15@ 8.25
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#### Medium:

100-140 lbs.....	7.00@ 8.25	7.10@ 8.35	.....	.....	.....
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### Slaughter Cattle, Calves and Vealers:

#### STEERS, choice:

750-900 lbs.....	8.75@10.25	8.25@ 9.50	.....	.....	8.25@ 9.25
900-1100 lbs.....	9.25@11.50	8.50@10.50	8.75@10.75	8.25@ 9.75	8.40@ 9.60
1100-1300 lbs.....	9.75@11.75	8.75@11.00	8.75@10.50	.....	9.00@10.40
1300-1500 lbs.....	10.00@11.75	9.00@11.25	.....	.....	9.25@10.85

#### STEERS, good:

750-900 lbs.....	7.75@ 9.25	7.00@ 8.50	7.00@ 8.50	7.25@ 8.25	7.00@ 8.40
900-1100 lbs.....	7.75@ 9.75	7.25@ 8.75	7.25@ 8.75	7.25@ 8.50	7.25@ 9.00
1100-1300 lbs.....	8.00@10.00	7.75@ 9.00	7.25@ 9.00	7.25@ 9.00	7.25@ 9.25
1300-1500 lbs.....	8.25@10.00	7.75@ 9.00	7.50@ 9.25	7.35@ 8.50	7.95@ 9.50

#### STEERS, medium:

750-1100 lbs.....	7.00@ 8.00	6.75@ 7.75	6.00@ 7.25	6.00@ 7.25	6.25@ 7.60
1100-1300 lbs.....	7.25@ 8.25	6.75@ 7.75	6.50@ 7.50	6.50@ 7.35	6.50@ 7.55

#### STEERS, common:

750-1100 lbs.....	5.75@ 7.25	5.75@ 7.00	5.00@ 6.50	5.50@ 6.50	5.25@ 6.50
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### STEERS AND HEIFERS,

#### Choice:

550-750 lbs.....	8.25@ 9.75	8.00@ 9.50	7.50@ 8.25	7.25@ 8.50	7.75@ 9.00
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#### Good:

550-7750 lbs.....	7.25@ 8.25	7.00@ 8.00	6.50@ 7.50	6.50@ 7.25	6.75@ 8.00
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#### HEIFERS:

#### Choice:

750-900 lbs.....	8.00@ 9.50	8.00@ 9.25	7.25@ 8.25	7.25@ 8.25	7.50@ 8.50
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#### Good:

750-900 lbs.....	7.00@ 8.25	7.00@ 8.00	6.50@ 7.50	6.50@ 7.25	6.50@ 7.50
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#### Medium:

550-900 lbs.....	6.25@ 7.25	6.25@ 7.00	5.75@ 6.50	5.50@ 6.50	5.75@ 6.75
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#### Common:

550-900 lbs.....	5.50@ 6.50	5.50@ 6.25	5.25@ 5.75	4.75@ 5.50	5.00@ 6.00
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### COWS, all weights:

Choice.....	6.50@ 6.75	.....	.....	6.25@ 7.00	.....
Good.....	6.00@ 6.50	6.00@ 7.00	5.50@ 6.25	5.50@ 6.25	5.65@ 6.35
Medium.....	5.50@ 6.00	5.50@ 6.00	5.00@ 5.50	5.00@ 5.50	5.25@ 5.65
Common.....	5.10@ 5.50	5.00@ 5.50	4.75@ 5.00	4.75@ 5.00	4.85@ 5.25

### BULLS, yearlings excluded,

#### All weights:

Good.....	4.00@ 5.10	3.50@ 5.00	3.75@ 4.75	3.50@ 4.75	3.90@ 5.00
Medium.....	6.25@ 7.00	6.75@ 7.25	6.25@ 6.75	6.25@ 6.75	6.25@ 6.75
Cutter and common.....	6.00@ 6.75	5.50@ 6.75	5.75@ 6.25	5.25@ 6.25	5.85@ 6.50

### VEALERS (all weights):

Choice.....	11.00@12.00	12.25 only	9.00@10.00	9.50@10.50	9.50@11.00
Good.....	10.00@11.00	11.00@12.25	8.00@ 9.00	8.00@ 9.00	8.50@10.00
Medium.....	8.00@10.00	9.75@11.00	6.50@ 8.00	6.00@ 8.00	6.50@ 8.50
Cull and common.....	5.50@ 8.00	5.00@ 9.75	4.00@ 6.50	4.50@ 6.00	4.50@ 7.00

### CALVES:

Choice, 250-400 lbs.....	7.50@ 9.00	7.50@ 8.50	7.00@ 8.50	7.25@ 8.00	8.00@ 9.00
Good, 250-400 lbs.....	6.50@ 8.00	6.50@ 7.50	6.00@ 7.00	6.00@ 7.25	7.00@ 8.00
Medium, 250-400 lbs.....	5.50@ 7.00	5.50@ 6.50	5.00@ 6.00	5.25@ 6.50	6.00@ 7.00
Common, 250-400 lbs.....	4.50@ 6.00	4.75@ 5.50	4.00@ 5.00	4.50@ 5.25	5.00@ 6.00

### Slaughter Lambs and Sheep:

#### LAMBS:

Choice.....	8.40@ 8.85	8.00@ 8.50	8.00@ 8.25	7.50@ 8.10	8.00@ 8.25
Good.....	7.50@ 8.40	7.50@ 8.25	7.25@ 8.00	7.00@ 7.50	7.00@ 7.25
Medium.....	6.75@ 7.50	6.50@ 7.50	6.50@ 7.25	6.25@ 7.00	6.00@ 7.00
Common (plain).....	6.00@ 6.75	5.50@ 6.50	5.75@ 6.50	5.50@ 6.25	.....

#### EWES:

Good-choice.....	8.75@ 4.75	3.25@ 4.00	3.25@ 4.00	3.00@ 4.00	2.00@ 3.50
Medium to common.....	8.00@ 3.75	2.25@ 3.25	2.00@ 3.25	1.50@ 3.00	1.50@ 2.50

## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, January 8, 1938, as reported to The National Provisioner:

### CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	6,611	8,644	14,170
Swift & Co.	2,183	10,527	24,919
Morris & Co.	1,583		
Wilson & Co.	4,812	5,960	5,774
Shippers	11,854		17,416
Others	10,641		10,013

Brennan Packing Co., 2,419 hogs; Western Packing Co., Inc., 4,033 hogs; Agar Packing Co., 8,250 hogs.

Total: 37,691 cattle; 6,868 calves; 103,911 hogs; 61,122 sheep.

Not including 243 cattle, 3 calves, 40,113 hogs and 772 sheep bought direct.

### KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,946	1,284	2,298	4,158
Cudahy Pkg. Co.	1,966	1,037	1,076	8,881
Swift & Co.	2,294	946	1,442	3,217
Wilson & Co.	2,763	529	991	2,148
Indep. Pkg. Co.				216
Meyer Kornblum	1,297			
Others	5,165	646	2,859	3,448

Total: 17,341 cattle, 4,342 calves, 8,872 hogs, 27,679 sheep.

Not including 23,844 hogs bought direct.

### OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Co.	4,733	8,076	7,166
Cudahy Pkg. Co.	4,817	5,442	9,073
Dold Pkg. Co.	947	4,540	
Morris & Co.	31	2	
Swift & Co.	3,233	4,316	5,198
Others	14,311	10,242	

Cattle and calves: Eagle Pkg. Co., 29; Greater Omaha Pkg. Co., 97; G. Hoffman & Co., 34; Omaha Pkg. Co., 173; John Roth & Sons, 133; South Omaha Pkg. Co., 181; Hormel Pkg. Co., 36; Lincoln Pkg. Co., 344; Wilson & Co., 279.

Total: 15,227 cattle and calves, 36,687 hogs, 27,679 sheep.

Not including 13,403 hogs and 998 sheep bought direct.

### EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,916	1,332	5,691	6,545
Swift & Co.	2,491	858	5,418	6,011
Hunter Pkg. Co.	1,683	436	4,583	1,307
Hell Pkg. Co.			2,179	
Krey Pkg. Co.			3,050	
Laclede Pkg. Co.			1,665	
Shippers	3,061	6,607	21,978	2,325
Others	2,873	252	14,571	1,850

Total: 13,029 cattle, 9,485 calves, 50,135 hogs, 17,539 sheep.

Not including 1,233 cattle, 3,056 calves, 20,219 hogs and 1,160 sheep bought direct.

### ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,043	455	9,188	13,754
Armour and Co.	2,380	535	7,782	6,592
Others	1,454	10	1,497	

Total: 5,877 cattle, 1,000 calves, 18,467 hogs, 20,346 sheep.

Not including 1,979 hogs bought direct.

### SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,769	164	10,848	3,491
Armour and Co.	2,540	110	11,271	4,055
Swift & Co.	2,067	93	8,695	3,229
Shippers	2,006	59	8,141	44
Others	371	11	90	

Total: 9,753 cattle, 487 calves, 36,045 hogs, 10,819 sheep.

### OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,032	1,668	2,117	911
Wilson & Co.	3,259	1,652	2,140	848
Others	293	42	769	1

Total: 6,584 cattle, 3,362 calves, 5,026 hogs, 1,760 sheep.

Not including 12 cattle and 1,470 hogs bought direct.

### DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,299	141	2,447	7,644
Swift & Co.	117	2,562	6,394	
Cudahy Pkg. Co.	695	84	1,626	1,925
Others	2,568	279	1,194	3,251

Total: 5,188 cattle, 621 calves, 7,829 hogs, 10,084 sheep.

### FT. WORTH.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,883	1,000	1,761	1,940
Swift & Co.	2,054	1,286	1,630	2,038
City Pkg. Co.	294	65	892	
Blue Bonnet Pkg. Co.	160	74	298	
H. Rosenthal Pkg. Co.	181	12	61	8

Total: 5,572 cattle, 2,437 calves, 4,052 hogs, 3,983 sheep.

### ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,394	2,823	21,871	6,597
Cudahy Pkg. Co.	1,027	2,121		714
Swift & Co.	4,470	4,072	20,481	9,622
M. Rifkin Pkg. Co.	350	153		
United Pkg. Co.	2,416	346		
J. T. McMillan Co.	3	562		
Others	1,198	85		

Total: 11,788 cattle, 10,112 calves, 48,352 hogs, 16,933 sheep.

Not including 30 cattle, 59 calves, 6,341 hogs and 79 sheep bought direct.

### WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,378	848	1,008	2,714
Dold Pkg. Co.	803	167	694	9
Dunn-Ostertag	87			
Fred W. Dold	115		422	1
Sunflower Pkg. Co.	54		145	
Pioneer Cattle Co.				
United Pkg. Co.	193			
Keefe Pkg. Co.	279			

Total: 2,908 cattle, 1,015 calves, 2,269 hogs, 2,724 sheep.

### MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,593	6,087	14,737	1,812
Armour and Co.	659	3,165		
N. Y. B. D. M. Co.	19			
Michels Pkg. Co.	208	56		
Shippers	146	15	66	22
Others	904	462	67	131

Total: 3,529 cattle, 10,085 calves, 14,870 hogs, 1,465 sheep.

### INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	2,008	470	14,238	2,319
Armour and Co.	933	232	1,927	
Hilgemeier Bros.	10		1,070	
Stump Bros.			123	
Meier Pkg. Co.	90	3	349	
Stark & Wetzel	113	23	241	
Mass Hartman Co.	48	7		
Wabnitz and Deters	47	60	381	30
Shippers	2,298	1,949	16,284	
Others	550	57	236	389

Total: 6,087 cattle, 2,851 calves, 36,376 hogs, 10,022 sheep.

### CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons	41		207	
E. Kahn's Sons Co.	670	267	5,900	524
Lohrey Pkg. Co.	9		280	
H. H. Meyer Pkg. Co.	9		3,816	
J. Schlachter's Sons	170	108		50
J. & F. Schroth P. Co.	25		3,010	
J. F. Steger Co.	22	151		22
Shippers	26		2,672	
Others	1,593	730	754	343

Total: 2,937 cattle, 1,297 calves, 16,432 hogs, 1,146 sheep.

Not including 902 cattle, 2,264 hogs and 2,172 sheep bought direct.

### RECAPITULATION.

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	37,691	29,029	49,665	
Omaha	15,227	12,842	18,109	
East St. Louis	13,029	10,719	17,656	
St. Joseph	5,877	4,734	7,762	
Sioux City	9,753	8,056	12,101	
Oklahoma City	6,584	3,362	7,016	
Wichita	2,908	2,413	2,758	
Denver	5,188	3,010	4,474	
St. Paul	11,788	8,460	15,463	
Milwaukee	3,529	5,496	5,818	
Indianapolis	6,087	3,780	8,258	
Cincinnati	2,937	2,022	3,496	
Ft. Worth.	5,572	6,151	6,908	

Total: 143,462 cattle, 114,664 calves, 178,307 hogs.

\*Cattle and calves.

### HOGS.

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	103,911	52,630	83,792	
Kansas City	8,872	7,090	9,615	
Omaha	36,687	26,202	36,313	
East St. Louis	59,135	42,908	77,842	
St. Joseph	18,467	10,653	16,111	
Sioux City	36,045	23,692	29,169	
Oklahoma City	5,026	3,764	6,631	
Wichita	2,269	1,896	5,562	
Denver	7,829	4,583	10,358	
St. Paul	48,352	36,908	47,838	
Milwaukee	14,870	7,585	10,563	
Indianapolis	36,376	23,305	42,426	
Oklahoma City	1,760	2,243	2,147	
Cincinnati	16,432	10,851	20,884	
Ft. Worth.	4,052	2,956	9,837	

Total: 398,323 cattle, 255,008 calves, 404,541 hogs.

### SHEEP.

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	61,122	41,102	46,007	
Omaha	16,852	10,086	32,594	
East St. Louis	27,679	18,543	11,607	
St. Joseph	17,538	9,284	11,285	
Sioux City	20,346	9,470	16,892	
Wichita	10,819	12,379	15,991	
Oklahoma City	1,760	2,243	2,147	
Denver	10,084	2,724	4,980	

Total: 108,084 cattle, 2,474 calves, 24,368 sheep.

St. Paul	16,933	14,020	33,780
Milwaukee	1,465	861	1,319
Indianapolis	19,022	7,500	20,078
Cincinnati	1,146	1,481	1,482
Ft. Worth	3,983	2,748	4,573
Total	220,473	135,670	225,083

## CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

### RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Jan. 3	15,297	1,493	26,314	9,111
Tues., Jan. 4	6,833	1,888	26,676	15,086
Wed., Jan. 5	8,817	1,869	22,411	5,229
Thurs., Jan. 6	5,729	1,353	31,280	18,091
Fri., Jan. 7	1,050	324	21,589	7,028
Sat., Jan. 8	500	100	10,000	2,500

Total this week: 38,226 cattle, 6,727 calves, 138,270 hogs, 57,045 sheep.

Previous week: 34,239 cattle, 4,968 calves, 101,113 hogs, 42,740 sheep.

Year ago: 50,411 cattle, 9,134 calves, 152,265 hogs, 59,204 sheep.

Two years ago: 44,244 cattle, 7,794 calves, 144,350 hogs, 58,895 sheep.

### SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Jan. 3	3,868	299	4,000	5,471
Tues., Jan. 4	2,741	58	5,550	3,682
Wed., Jan. 5	3,036	319	4,340	1,391
Thurs., Jan. 6	1,730	108	4,033	4,479
Fri., Jan. 7	446	108	3,791	1,532
Sat., Jan. 8	100		500	500

Total this week: 11,921 cattle, 887 calves, 22,314 hogs, 17,055 sheep.

Previous week: 10,201 cattle, 747 calves, 21,248 hogs, 14,206 sheep.

Year ago: 13,369 cattle, 1,968 calves, 25,213 hogs, 8,651 sheep.

Two years ago: 11,267 cattle, 1,648 calves, 18,503 hogs, 12,631 sheep.

### JANUARY AND YEAR RECEIPTS.

Receipts thus far this month and 1938 to date with comparisons:

	1938.	1937.	Gain.	Loss.
Cattle	58,226	50,708	7,518	12,482
Calves	6,727	9,298		2,571
Hogs	138,270	158,000		19,736
Sheep	57,045	61,414		4,369

### WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended Jan. 8	\$ 8.35	\$ 7.90	\$ 3.50	\$ 8.65
Previous week	9.30	7.85	3.25	8.65
1937	10.65	10.45	4.80	10.30
1936	9.55	9.80	3.25	10.60
1935	8.80	7.75	3.85	8.75
1934	5.45	3.45	3.30	7.85
1933	5.20	3.10	2.00	5.95
Avg. 1933-1937	\$7.95	\$6.90	\$3.85	\$8.70

## SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended January 8, 1938.

CATTLE.			
	Week ended Jan. 8.	Prev. week.	Cor. 1937.
Chicago	26,080	21,034	36,620
Kansas City	21,683	18,733	27,476
Omaha	14,714	11,841	16,788
East St. Louis	10,938	8,335	21,040
St. Joseph	6,154	5,248	7,533
Sioux City	8,125	6,310	10,122
Wichita	3,924	3,444	4,166
Fort Worth	5,572	6,151	6,908
Philadelphia	1,776	1,887	2,517
Indianapolis	2,173	955	2,602
New York & Jersey City	8,473	8,836	10,291
Oklahoma City	9,938	8,883	12,001
Cincinnati	3,859	2,359	4,549
Denver	4,756	3,605	5,033
St. Paul	10,447	8,180	13,470
Milwaukee	3,349	3,378	3,643
Total	142,211	116,427	194,759

\*Cattle and calves.

HOGS.			
	Week ended Jan. 8.	Prev. week.	Cor. 1937.
Chicago	111,077	110,853	146,945
Kansas City	24,462	35,716	30,604
Omaha	36,640	36,985	24,371
East St. Louis	44,683	34,090	69,420
St. Joseph	18,998	14,715	14,708
Sioux City	38,536	37,747	21,671
Wichita	3,767	4,113	6,109
Fort Worth	4,052	2,656	9,937
Philadelphia	15,628	12,040	19,961
Indianapolis	16,326	8,653	12,237
New York & Jersey City	48,075	55,293	48,596
Oklahoma City	6,496	5,235	7,402
Cincinnati	14,291	10,688	16,345
Denver	7,116	4,553	10,215
St. Paul	51,120	52,540	40,072
Milwaukee	14,853	7,414	9,336
Total	456,030	453,031	486,377

SHEEP.			
	Week ended Jan. 8.	Prev. week.	Cor. 1937.
Chicago	44,478	32,835	45,354
Kansas City	16,852	10,086	32,594
Omaha	18,946	13,886	15,446
East St. Louis	15,213	8,764	10,282
St. Joseph	20,346	9,470	16,693
Sioux City	10,775	13,299	12,234
Wichita	2,724	3,299	4,960
Fort Worth	3,083	7,748	4,573
Philadelphia	4,685	5,933	3,789
Indianapolis	3,067	1,934	2,624
New York & Jersey City	72,224	48,340	76,442
Oklahoma City	1,760	2,243	2,147
Cincinnati	5,284	4,451	1,901
Denver	6,265	2,474	8,328
St. Paul	16,932	12,350	32,806
Milwaukee	1,452	859	1,310
Total	242,976	172,980	271,592

## SOURCES OF SUPPLY

Percentage of livestock slaughtered during November, bought at stockyards and direct, is reported as follows:

	Nov., 1937.	Oct., 1937.	Nov., 1936.
Cattle—			
Stockyards	81.20	79.45	79.08
Other	18.80	20.55	20.92
Calves—			
Stockyards	70.56	69.30	70.82
Other	29.44	30.70	29.18
Hogs—			
Stockyards	50.43	53.04	49.93
Other	49.57	46.92	50.07
Sheep and lambs—			
Stockyards	62.11	63.20	64.31
Other	37.89	36.80	35.69

## ST. LOUIS HOGS IN DEC.

Receipts, weights and range of top prices for hogs at National Stock Yards, Ill., for December, 1937, with comparisons, reported by H. L. Sparks & Co.:

	Dec., 1937.	Dec., 1936.
Receipts, head	223,373	284,041
Average weight, lbs.	224	222
Top prices:		
Highest	\$8.85	\$10.75
Lowest	8.00	10.00
Average cost	7.97	9.98

Week Ending January 15, 1938

## MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics.)

### WESTERN DRESSED MEATS.

	NEW YORK.	PHILA.	BOSTON.
STEERS, carcass			
Week ending Jan. 7, 1938.	8,956	2,705	2,608
Week previous	7,373	2,116	2,355
Same week year ago	8,001	2,976	2,355
COWS, carcass			
Week ending Jan. 7, 1938.	1,766	1,374	2,423
Week previous	1,664	1,387	2,434
Same week year ago	1,526	1,554	2,107
BULLS, carcass			
Week ending Jan. 7, 1938.	268	317	23
Week previous	256	303	22
Same week year ago	119	292	11
VEAL, carcass			
Week ending Jan. 7, 1938.	8,486	1,137	541
Week previous	7,218	1,237	503
Same week year ago	9,035	1,120	514
LAMB, carcass			
Week ending Jan. 7, 1938.	37,323	12,893	13,547
Week previous	30,521	10,151	12,402
Same week year ago	40,640	15,876	14,710
MUTTON, carcass			
Week ending Jan. 7, 1938.	1,386	113	322
Week previous	2,735	1,184	628
Same week year ago	1,584	455	1,109
PORK CUTS, lbs.			
Week ending Jan. 7, 1938.	2,356,324	561,450	415,592
Week previous	2,276,321	594,702	325,626
Same week year ago	1,974,162	484,948	320,680
BEEF CUTS, lbs.			
Week ending Jan. 7, 1938.	414,041		
Week previous	419,623		
Same week year ago	289,604		

### LOCAL SLAUGHTERS.

CATTLE, head			
Week ending Jan. 7, 1938.	8,473	1,776	
Week previous	6,836	1,637	
Same week year ago	10,291	2,517	
CALVES, head			
Week ending Jan. 7, 1938.	13,195	2,620	
Week previous	13,662	2,604	
Same week year ago	13,726	3,100	
HOGS, head			
Week ending Jan. 7, 1938.	48,075	15,528	
Week previous	47,695	12,000	
Same week year ago	48,596	18,409	
SHEEP, head			
Week ending Jan. 7, 1938.	72,224	4,685	
Week previous	48,340	5,953	
Same week year ago	76,442	3,790	

## RECEIPTS AT CHIEF CENTERS

Week ended Jan. 8, 1938:

	Cattle.	Hogs.	Sheep.
At 20 markets:			
Week ended Jan. 8.	182,000	480,000	269,000
Previous week	157,000	363,000	190,000
1937	228,000	512,000	318,000
1936	231,000	532,000	258,000
1935	212,000	357,000	224,000
At 11 markets:			
Week ended Jan. 8.		422,000	
Previous week		315,000	
1937		429,000	
1936		461,000	
1935		326,000	
1934		622,000	
1933		475,000	
1932		704,000	
1931		783,000	
At 7 markets:			
Week ended Jan. 8.	130,000	364,000	183,000
Previous week	109,000	265,000	129,000
1937	160,000	366,000	180,000
1936	161,000	402,000	179,000
1935	164,000	274,000	174,000
1934	165,000	536,000	223,000
1933	126,000	475,000	261,000
1932	146,000	637,000	823,000

## CATTLEMEN DISCUSS PROBLEMS

Largest of the annual meetings of livestock producers took place at Cheyenne, Wyo., this week when cattlemen from the entire range country met on January 13-15 for the annual convention of the American National Livestock Association. At this 41st annual convention subjects discussed included fats and oils, railroads and livestock, better beef cattle, packer and cattle producer, Canadian cattle industry and tariff, international policies, tax plans, increased freight rates and beef advertising.

Thomas E. Wilson, chairman of the board of Wilson & Co., Inc., Howard J. Gramlich, chairman of the department of animal husbandry of the University of Nebraska and Robert A. Wright, president of Western Canada Livestock Union were among the speakers on the 3-day program. A round table discussion of beef advertising was held on the afternoon of the closing day and a cooking school demonstration, conducted by Florence C. Plondke, of the home economics staff of the National Livestock and Meat Board, were features of the meeting.

Among the most important of the standing committees of the association is the legislative committee, consisting of Hubbard Russell, California; Jay Taylor, Texas; Chris. J. Abbott, Nebraska; J. Elmer Brock, Wyoming; and Albert Campbell, Idaho.

## NEW YORK LIVESTOCK

Receipts week ended January 8, 1938:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	4,190	9,594	5,192	38,338
Central Union	1,685	1,193		11,142
New York	188	2,142	16,021	10,937
Total	6,063	12,929	20,213	60,417
Last week	5,204	9,507	22,795	34,510
Two weeks ago	4,799	14,275	26,350	37,767

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 SERVING  
**THE MEAT PACKING INDUSTRY**

# UP and DOWN the MEAT TRAIL

## Meat Packing 40 Years Ago

(From The National Provisioner, Jan. 15, 1898.)

Meat packing at South Omaha during 1897 was reported to be the most satisfactory in the history of that market.

Armour and Company reported slaughtering 8,000 hogs per day at Chicago during the closing weeks of 1897 and the early part of 1898.

Swift & Company declared a quarterly dividend of 1½ per cent.

Annual report of Anglo-American Packing Co., Chicago, showed a net profit above fixed charges of \$218,000 for the year ended November 1, 1897. Dividends of 7 per cent on preferred and 5 per cent on common stock were declared.

Capitol Provision Co. was chartered with headquarters in Boston. F. S. Snyder was president and Francis Batchelder treasurer.

Officers of the Cleveland Provision Co., Cleveland, O., were elected for 1898 as follows: Benjamin Rose, president; John Nash, vice-president; George B. Christian, treasurer; C. C. Hills, secretary. Michael Gale was re-elected superintendent.

"Watt" Conway, pork specialist for Armour and Company, died in Chicago.

## Meat Packing 25 Years Ago

(From The National Provisioner, Jan. 18, 1913.)

Sixteenth annual convention of American National Livestock Association was held at Phoenix, Ariz., with president H. A. Jastro of California presiding. Topics of chief interest were duties on imported meat and livestock, forest reserves and grazing lands, livestock transportation and oleomargarine.

Jacob C. Dold, Buffalo, N. Y., took over the control of the Jacob Dold Packing Co., Buffalo, Kansas City and Wichita, acquiring with his backers ownership of all interest in the company. The managing committee established to handle the business consisted of J. C. Dold, president; F. K. McCall, general sales manager; J. J. Dolphin, credit manager; J. L. Carson, general auditor; J. G. Cownie, export manager, and J. J. Cuff, superintendent. The Wichita plant continued under the management of Fred W. Dold.

Representative sales of fresh beef in Chicago averaged 10.62c per pound for the week ended January 11, 1913, and in New York 11.21c per pound.

Packing plant of P. Burns & Company at Calgary, Alberta, was destroyed by fire. It was the largest of its kind in Western Canada.

## Chicago News of Today

Oscar G. Mayer, president of Oscar Mayer & Co., was elected president of



O. G. MAYER

the Chicago Association of Commerce this week. Mr. Mayer was the only candidate, having been first vice president of the association for the last two years. He is a former president of the Institute of American Meat Packers and has seen wide service in public affairs, having been a member of the board of trustees

of the Chicago Public Library for several years and is now a trustee of the University of Illinois.

Harry A. Belz, sr., vice president, J. H. Belz Provision Co., St. Louis, Mo., died on January 9 when overcome by carbon monoxide fumes in the garage at his home. He had gone out to the garage to warm up the engine of his car and neglected to open the doors. Mr. Belz was 61 years old and had lived



RECORD BREAKING GROUP OF PACKER VETERANS WITH ONE COMPANY

These 15 men (and one customer) count up 676 years of loyalty to John A. Gebelein, Inc., Baltimore, Md., pork packing firm. (See story on page 49.)

TOP ROW.—Henry Graf, 42 years; Louis Thome, 44 years; Conrad Hohman, 57 years; John Friedman, 48 years; president John A. Gebelein, 54 years; George Ricker, 52 years; G. Leonard Hebbel, 40 years; Chas. Reedt, 39 years; Jos Svehla, customer for 55 years.

LOWER ROW.—John Clemson, 25 years; Geo. Kammerer, 34 years; Herbert Deacon, 33 years; Otto Huhn, 26 years; Fred Meyers, 44 years; Andrew Hartman, 26 years; Paul Tippner, 34 years.

# Why You Should Use SWIFT'S ATLAS GELATIN

●PURE      ●HIGH TEST      ●TASTELESS      ●TRANSPARENT  
 Meets all state and federal . . . Because of this high jelly      So that the true meat      so the meats can look  
 pure food regulations.      strength, it is economical to use.      flavor is not obscured.      their very best.

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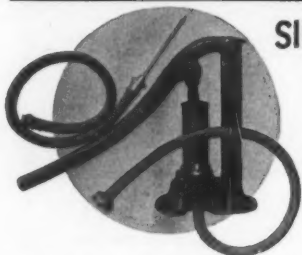
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in St. Louis all his life. He was actively engaged in the meat packing business for many years. He is survived by his widow, two daughters, and four sons, Harry A., jr., Albert, Herman and Edward.

Winfield Denton, founder of Denton Bros. Meat Packing Co., which later became the David Davies Packing Co., Columbus, O., passed away at his home in a Columbus suburb on January 4. He was 80 years old and had been in retirement for some time. He was actively engaged in meat packing in Columbus for 25 years.

W. R. Sinclair, president, and A. C. Sinclair, vice president, Kingan & Co., Indianapolis, Ind.; F. M. Tobin, president, Rochester Packing Co., Rochester, N. Y.; G. L. Childress, general manager, Houston Packing Co., Houston, Tex., and Frank Kohrs, president, Kohrs Packing Co., Davenport, Ia., were among packer executives who visited Chicago during the week.

J. H. Edmondson, recently appointed assistant to the president of Chicago Cold Storage Warehouse Co., in charge of cold storage of meat, fruit and other perishables, is making a trip through the West. Mr. Edmondson is giving special attention to meat storage and service to meat concerns desiring storage accommodations.

Harry D. Oppenheimer, president, Oppenheimer Casing Co., became a grandfather for the fifth time on January 7, when son Edward presented him with a second grandson, to be named Edward, jr. The other three are granddaughters. HDO's chest expansion is now greater than ever.

Kenneth S. Templeton was reelected president of the Chicago Board of Trade in the annual election this week. Orrin S. Dowse was chosen second vice president and John G. McCarthy, Henry S. Austrian, John J. Coffman, Edwin J. Kuh, jr., and George E. Booth were elected directors.

President P. E. Tovrea, Tovrea Packing Co., and Mrs. Tovrea, Phoenix, Ariz., were visitors in Chicago during the week.

Vice president G. A. Billings and "Doc" Grein, Cudahy Bros. Co., Cudahy, Wis., attended to business in Chicago during the week.

LeRoy B. Steele, assistant general sales manager, Cellophane division, E. I. du Pont de Nemours & Co., Wilmington, Del., was a visitor in Chicago during the week.

R. C. Pollock, general manager, National Live Stock and Meat Board, was in Cheyenne, Wyo., this weekend attending the annual convention of the American National Live Stock Association.

Harvey G. Eller, vice president of Armour and Company, has been elected a director of the Chicago Association of Commerce for 1938 and 1939.

Wilbur H. Turner, Heekin Can Co., Cincinnati, O., was in Chicago this week in the course of a tour among his friends in the packing industry. He reports conditions favorable throughout his territory.

## Countrywide News Notes

M. W. Stults, former sales manager, J. T. McMillan Co., St. Paul, Minn., has been made sales manager of Frank & Company, famous Milwaukee sausage manufacturers. With his well-known ideas on quality product and sound salesmanship, Mr. Stults will make an ideal lieutenant for Walter Frank.

R. K. Longino, president, Longino & Collins, well-known New Orleans sausage and provision manufacturers, left on Christmas day with Herbert J.



Altheimer, Independent Casing Co., for a cruise to Panama and Central American points. Here they are on deck ready to short on their voyage to warmer climes.

New directors of the Reynolds Packing Co., Union City, Tenn., elected on January 10 are Walker Tanner, Dave Shatz, J. C. McRee and C. E. Beck. Directors re-elected are president W. G. Reynolds, W. P. Baird and A. F. Tittsworth.

Aaron Newhoff, owner of Lewis Newhoff & Son, Albany, N. Y., has been vacationing with his family at Miami Beach, Fla., and reports that he has enjoyed himself thoroughly.

Walter E. Armstrong has been appointed general manager of Chappel Bros., Inc., Rockford, Ill. He has been assistant sales and advertising manager of the firm for the last 10 years.

## New York News Notes

W. J. Cawley, vice president, and M. A. Schiffman, margarine department, Wilson & Co., Chicago, were visitors to New York last week.

President E. A. Cudahy, jr., and vice president D. J. Donohue, Cudahy Packing Co., Chicago, spent a few days in New York last week.

Paul Smith, vice president, and K. H. Clark, president's office, Swift & Company, Chicago, were visitors to New York last week.

J. R. Mayeskie, beef department, and W. H. Wittleder, canned foods department, Armour and Company, Chicago, were visitors to New York last week.

R. W. Vohl, superintendent, New York Butchers Dressed Meat Co., is visiting several of the Armour and Company plants in the West before returning to New York.

## 676 Years of Service

John A. Gebelein, Inc., Baltimore pork packer, has 16 men among its employees who have a total of 676 years of service in the packing industry. Some of these men have worked for Mr. Gebelein and his father practically all of their lives. (See picture on page 47.)

George Ricker has spent 52 years in Gebelein's employment, Joe Rosenberger 41 years, and others have terms of service from 10 to 27 years. George Ricker came to this country from Germany when he was 12 years old and started to work for Gebelein on Aug. 16, 1885. John Freidman came from the old country in 1889 as a young man of 17 years. Conrad Hohman also started as a young man working for his father's concern of C. Hohman & Son in 1880, joining Gebelein in 1929.

President John A. Gebelein, with 54 years of service, started to work for his father, who was the founder of this business that had its beginning in 1853. Mr. Gebelein is now 69 years old and takes a very active interest in the business. He is "Boss" to the entire force and is fondly regarded as a friend and advisor to all his employees.

Conrad Hohman, 72 years of age, has had 57 years of service; George Ricker, 71 years of age, 52 years of service; John Wagner, 63 years of age, 50 years of service. During Wagner's life he has worked for two packing-houses, C. Hohman & Son and Gebelein's. John Friedman came to this country from Germany at 17 years of age and worked for A. Valentine Co. until 1907 and since that time has been with Gebelein. Louis Thome, 68 years and 44 years of service, came from Germany in 1893 and went to work in a slaughterhouse in Baltimore and has been with Gebelein for 19 years.

Henry Graf worked for several Baltimore packers, starting with his father in 1895 and worked for other Baltimore packers, some of whom are no longer in business, joining Gebelein in 1929. Joe Rosenberger has spent a lifetime with Gebelein, starting as an errand boy. Otto Huber and George Hebbel both have 40 years of service to their credit, Huber coming from the old country at the age of 20 after being an apprentice as a young man in Germany. Hebbel has worked 26 years at the Gebelein plant. Charles Reedt also came to this country when quite a young man and has had 39 years' experience. Others include Harry Baker, 54 years of age, 37 years service; Paul Tippner, 64 years of age, 34 years service; Otto Miller, 49 years of age, 35 years in service; John Petrlik, 49 years of age, 33 years service; Andrew Dobihal, 46 years of age, 30 years service.

This is something of a record as to years of service in a plant that has a total payroll of 62 men. John Gebelein was one of the founder members of the American Meat Packers' Association and has always been a loyal supporter of Institute activities. He has been a devoted reader of THE NATIONAL PROVISIONER ever since it was founded.

## PRODUCE MARKETS

BUTTER.		
	Chicago.	New York.
Creamery (92 score).....	32 1/2 @ 33	@ 33 1/2
Creamery (90-91 score) .....	28 1/2 @ 30 1/2	32 1/2 @ 32 1/2
Creamery flats (88-90 score) .....	28 1/2 @ 30 1/2	31 1/2 @ 32

EGGS.		
Extra flats .....	22 1/2 @ 23 1/2	24 1/2 @ 25
Firsts, fresh .....	22 1/2 @ 23	24 1/2 @ 25
Standards .....	22 1/2 @ 23	24 1/2 @ 25

LIVE POULTRY.		
Fowls .....	12 @ 22	23 @ 23
Springs .....	22 @ 25	20 @ 24
Broilers .....	17 @ 20	@ 20
Capons .....	24 @ 28	@ 28
Old Roosters .....	14 @ 15	@ 17
Ducks .....	12 @ 24	@ 22
Geese .....	12 @ 19	@ 20
Turkeys .....	18 @ 24	25 @ 30

DRESSED POULTRY.		
Chickens, 36-42, fresh....	@ 26	@ 26 1/2
Chickens, 43-54, fresh....	@ 26	@ 27
Chickens, 55 & up, fresh....	@ 26	27 @ 27 1/2
Fowls, 31-47, fresh....	20 1/2 @ 22	21 1/2 @ 23
48-59, fresh .....	23 1/2 @ 24	24 1/2 @ 25
60 and up, fresh .....	@ 24 1/2	@ 25 1/2

## BUTTER AT FIVE MARKETS

Wholesale prices 92 score butter for week ended Thursday, January 6, 1938:

	Dec. 31	Jan. 1	3	4	5	6
Chicago .....	32 1/2	Holiday	32	32 1/2	32 1/2	32 1/2
New York .....	34 1/2	"	34 1/2	34 1/2	34 1/2	34 1/2
Boston .....	35	"	34	34 1/2	34 1/2	35
Philadelphia .....	35 1/2	"	34	34	34 1/2	35
San Francisco .....	34 1/2	"	34	32 1/2	32 1/2	32 1/2

Wholesale prices carlots—fresh centralized—90 score at Chicago:

	32	Holiday	32	32	32 1/2
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Receipts of butter by cities (tube):

	This week.	Last week.	Last year.	Since Jan. 1, 1938.	1937.
Chicago .....	2,658,987	816,959	2,084,885	2,658,987	2,964,930
N. Y., 5,540,618	270,825	2,938,627	5,540,618	8,003,992	
Boston .....	1,311,021	70,993	926,742	1,311,021	1,279,558
Phila. ....	1,349,695	173,761	1,171,785	1,349,695	1,267,699

Total .....

Cold storage movement (lbs.):

	In Jan. 6.	Out Jan. 6.	On hand Jan. 7.	Same day last year.
Chicago .....	33,168	172,746	13,104,644	12,118,112
New York .....	77,365	121,912	2,450,385	8,217,999
Boston .....	15,596	882,353	1,140,524	
Phila. ....	4,920	16,850	56,271	600,820
Total .....	113,453	329,104	16,493,653	22,075,455

## NEWS OF THE RETAILERS

Joseph Holcher has engaged in meat business at 314—40th St., Oakland, Cal.

Geo. G. Morasch and Bennie E. Bafus have purchased meat and grocery business of E. S. Burgan & Son, Endicott, Wash.

Morris Goldstein has opened meat business at 935 West Walnut Street, Milwaukee, Wis.

Easley Meat Market, Paton, Ia., was recently damaged by fire.

M. I. Hart has engaged in meat business at 701 O'Farrell St., San Francisco, Cal.

Ira Larkin has engaged in meat business at Genesee, Ida.

Standard Grocery and Meat Market, Sioux City, Ia., has been incorporated with a capital stock of \$10,000 by Gail Friedman, Ben. H. Friedman and G. Margolin.

Johnson Meat Market, 8th and Harris Sts., Cameron, Mo. has been opened for business.

## WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Jan. 13, 1938.

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef:</b>				
<b>STEERS, Choice:</b>				
400-500 lbs. 1.....	\$13.50@14.50		\$13.50@15.00	
500-600 lbs. ....	13.50@15.00		14.00@15.50	\$14.50@15.50
600-700 lbs. ....	14.00@16.00	\$15.00@16.00	14.50@16.00	14.50@15.50
700-800 lbs. ....	14.50@16.50	15.50@16.50	14.50@16.00	
<b>STEERS, Good:</b>				
400-500 lbs. 1.....	12.00@13.50		12.50@13.50	
500-600 lbs. ....	12.00@13.50		12.50@14.00	13.00@14.50
600-700 lbs. ....	13.00@14.00	13.00@15.00	12.50@14.50	13.00@14.50
700-800 lbs. ....	13.00@14.50	13.50@15.50	13.00@14.50	
<b>STEERS, Medium:</b>				
400-500 lbs. 1.....	11.50@12.00		11.50@12.00	11.50@13.00
500-700 lbs. ....	12.00@13.00	11.50@13.00	11.50@12.50	12.00@13.00
<b>STEERS, Common:</b>				
400-600 lbs. ....	11.00@11.50		11.00@11.50	
<b>COWS (all weights):</b>				
Choice .....				
Good .....	11.50@12.00	11.50@12.00	11.00@12.00	11.00@11.50
Medium .....	10.50@11.50	10.50@11.50	10.50@11.00	10.50@11.00
Common (plain).....	10.00@10.50	10.00@10.50	10.00@10.50	10.00@10.50
<b>Fresh Veal and Calf:</b>				
<b>VEAL (all weights):</b>				
Choice .....	15.00@16.50	17.50@19.00	17.00@19.00	18.00@20.00
Good .....	14.00@15.00	15.50@17.50	15.00@17.50	16.00@18.00
Medium .....	12.00@14.00	14.00@15.50	13.00@15.00	14.00@16.00
Common (plain).....	10.00@12.00	12.00@14.00	12.00@13.50	13.00@14.00
<b>CALF (all weights):</b>				
Choice .....				
Good .....	12.00@13.50	13.50@14.50	13.00@14.00	13.00@14.00
Medium .....	11.00@12.00	12.50@13.50	12.00@13.00	11.00@13.00
Common (plain).....	10.50@11.00	11.00@12.50	11.00@12.00	10.00@11.00
<b>Fresh Lamb and Mutton:</b>				
<b>LAMB, Choice:</b>				
38 lbs. down.....	16.50@17.50	19.00@20.00	18.00@19.00	19.00@20.00
39-45 lbs. ....	16.00@17.00	17.50@19.00	17.00@18.00	19.00@20.00
46-55 lbs. ....	15.00@16.00	16.50@18.00	15.50@17.00	17.50@18.00
<b>LAMB, Good:</b>				
38 lbs. down.....	15.50@16.50	18.00@19.00	17.00@18.00	18.00@19.00
39-45 lbs. ....	15.00@16.00	17.00@18.50	15.50@17.00	18.00@19.00
46-55 lbs. ....	14.00@15.00	15.50@17.50	14.50@15.50	17.00@17.50
<b>LAMB, Medium:</b>				
All weights .....	14.50@15.50	16.50@18.00	15.50@17.00	17.00@18.00
<b>LAMB, Common:</b>				
All weights .....	13.50@14.50	15.50@16.50	14.50@15.50	
<b>MUTTON, Ewe, 70 lbs. down:</b>				
Good .....	8.00@ 9.00	10.00@11.00	10.00@11.00	
Medium .....	7.00@ 8.00	9.00@10.00	9.00@10.00	
Common (plain).....	6.00@ 7.00	8.00@ 9.00	8.00@ 9.00	
<b>Fresh Pork Outs:</b>				
<b>LOINS:</b>				
8-16 lbs. ....	15.00@16.00	16.00@16.50	16.50@18.00	16.50@17.00
10-12 lbs. ....	14.50@15.50	15.50@16.50	16.00@17.50	16.00@17.00
12-15 lbs. ....	14.00@15.00	14.50@15.50	15.00@16.00	15.00@16.00
16-22 lbs. ....	12.50@13.50	13.50@15.00	13.50@14.00	14.00@15.00
<b>SHOULDERS, Skinned, N. Y. Style:</b>				
8-12 lbs. ....	12.50@13.50		14.00@15.00	14.50@16.00
<b>PICNICS:</b>				
6-8 lbs. ....		13.50@14.50		
<b>BUTTS, Boston Style:</b>				
4-8 lbs. ....	13.50@15.00		15.50@16.50	16.00@17.00
<b>SPARE RIBS:</b>				
Half sheets .....	12.00@12.50			
<b>TRIMMINGS:</b>				
Regular .....	8.00@ 8.50			

\*Includes heifers, 300-450 lbs. and steers down to 300 lbs. at Chicago.

\*\*"Skin on" at New York and Chicago.

\*Includes sides at Boston and Philadelphia.

A. J. Swanberg has opened meat market at Cass Lake, Minn.

Geo. E. Jones will open grocery and meat business at 3207—13th St., Columbus, Neb.

Wm. Hughey has purchased Union Meat Market and Clover Farm Grocery at North Vernon, Ind.

Notre Dame Market has been opened at San Jose, Cal.

Meat market at 61 W. Portal Ave., San Francisco, Cal. has been purchased by John Hardy.

Dick's Meat and Seafood Market, Sandpoint, Ida., has been opened by R. A. Leaf.

# MEAT Campaign

(Continued from page 14.)

"(a) Arranging for mass meetings of the entire meat trade, including retailers and packers' salesmen, at which plans for promoting an increased interest in meat can be discussed, and the enthusiasm and complete co-operation of salesmen and retailers enlisted.

## Co-operation of Retailers

"(b) Obtaining the co-operation of retailers in pushing meat among consumers.

"(c) Arranging for the economical and efficient distribution to meat stores and the proper display there of posters, window streamers and similar material, which will be available from the Institute.

"(d) Soliciting the co-operation of hotels and restaurants in featuring meats and in using menu stickers and following through to see that it is done. The stickers will be supplied by the Institute.

"(e) Enlisting the interest of various clubs such as Rotary clubs, women's clubs, Kiwanis clubs, Lions clubs and associations of commerce, and seeing to it that they feature meat at their weekly luncheons, and arranging, if in any way possible, to have some representative of the meat industry appear on the program to discuss the meat situation and to arouse interest in meat. The Institute will furnish proposed talks for this purpose.

"(f) Making local arrangements for the use of radio talks and news statements which will be prepared by the Institute.

## What Members Can Do

"Every member is urged to co-operate in this effort, and is requested promptly to telephone your regional or local chairman and advise him that you are at his service and ask him what he wants you to do. Ask for definite assignments of responsibility. Write or wire every representative you have elsewhere and ask him to call his local chairman, offer co-operation and ask for a definite assignment.

"Start right now to enlist the interest of your salesmen. They can be the most potent force in this entire effort, and its success will depend in large measure on the extent to which salesmen co-operate. They can do more than any other agency in enlisting the active co-operation of the retailers of meats who come in contact nearly every day with the consuming public, and therefore constitute perhaps the most important single group in this effort.

"Write a good letter about the effort of the industry to every man and woman employed by you and to every one to whom you sell or from whom you buy. Don't skip anybody.

"Give the Institute any suggestions you have so that it may keep the membership flooded with good ideas. And

be sure to call your regional or local chairman and write your representatives elsewhere to do the same thing. The co-operation of all concerned is most earnestly invited and will be sincerely appreciated.

"With abundant store material, with the vigorous support of heads of member companies, and with the enthusiasm of salesmen and retailers throughout the country raised to a high pitch by mass meetings in some 400 of the nation's largest cities, meat will be promoted throughout the country as it has never been promoted before—more enthusiastically, more persistently, and more effectively. The next month or two will be an especially good time to sell meat."

## COOPERATION NEEDED

(Continued from page 14.)

complished by producers and packers working together on their common problems. If someone had suggested raising \$200,000 from producers and packers to promote meat at that conference, it would have sounded absurd. We were forced to think in much smaller figures. However, it was a beginning, and you know the growth that has occurred since then.

"It is my hope that by one means or another a way will be found for providing additional funds for meat advertising. We should be spending at least a million dollars a year in this kind of work. When I express this view I realize that it may sound as absurd to some as \$200,000 would have at that first meeting in Kansas. Those of us who have been associated with the work of the Board realize that it will not be an easy job to raise this much money in the industry, but I believe that if enough attention is given to the problem, a satisfactory method can be worked out."

## Livestock Fluctuations

Citing the sharp fluctuations in livestock supply and price during the past year, Mr. Wilson said that "these frequent and violent changes in prices have been one of the most difficult problems in our industry in recent years, and I doubt if any of us know the proper solution to it."

"Fluctuating markets are, after all, a part of our system of free and open competition. For example, the near-record prices for fancy cattle this summer were due to the keen competitive bidding of the Eastern hotel and restaurant trade for the very limited supply of prime beef that was available. Live prices merely reflected the competition for the meat.

"Practically all of the improvements in this industry have been the direct result of keen competition. As desirable as it is to eliminate fluctuations, it should not be attempted in a way that would impair free and open competitive markets. We know that the majority of the short-time fluctuations

are caused by variations in receipts. This raises the question as to whether any practical way can be found to bring about a more even flow of livestock marketings.

"Is it possible that more complete and accurate information on livestock supplies and demand conditions could be developed that would enable producers to do a better job of distributing market receipts through the season? I raise this question without attempting to answer it. I only know that if any improvements can be developed, they can best be worked out through the combined efforts of the industry."

## More Cooperation Needed

Enumerating other conditions which furnish problems for the industry, Mr. Wilson said that producers and packers "should be spending more time and effort in working out these problems together. For some reason that I am unable to understand there are still a few producers and producer representatives who carefully avoid any outward evidence of cooperation with the meat packing industry, as though it would discredit them with their fellow producers or with the members of their organization.

"Whatever the reason may be for this attitude, it represents a short-sighted point of view. The packer is the merchant of the producer's commodity, and it is obvious they can both do a better job—not by throwing rocks at each other—but by working together in the solution of their problems. In meeting the issues that are ahead, it is highly important that we cast aside our prejudices, thrash out our criticisms face to face, and cooperate fully to expand the demand for our products and to improve production and marketing practices. Herein lies, in my opinion, the greatest hope for substantial progress in our industry."

## RETAIL MEAT PRICES DOWN

Retail meat prices have tumbled steadily from one of the highest peaks in years, a survey of chain stores in the New York metropolitan area showed, with decreases ranging from 5 to 41 per cent bringing savings as high as 20c a pound to the consumer. Beef, which accounts for about 35 per cent of all meat consumed in New York, retailed in New York chain stores this week at an average of 24¼c per pound for all cuts, as against an average of 26.26c last week and 37.8c two months ago. This is a decrease from the October peak of about 35 per cent. Price of porterhouse steak, according to the A. & P., has dropped 24c a pound from the peak, sirloin steak 20c a pound, loin lamb chops 16c a pound, sliced bacon by 8c a pound, and ribs of beef 12c a pound. A chain store survey showed that the average retail price of pork loins has declined 41 per cent, lamb 20.5 per cent, sliced bacon 17.5 per cent, smoked hams 11 per cent, veal 9.5 per cent, and four-pound chickens 5 per cent.

# Chicago Market Prices

## WHOLESALE FRESH MEATS

Carcass Beef		Cor. week,
Prime native steers—	Week ended Jan. 12, 1938.	1937.
400-600	16 1/2 @ 17	20 @ 20 1/2
600-800	16 1/2 @ 17	19 @ 19 1/2
800-1000	16 1/2 @ 17	18 1/2 @ 19
Good native steers—		
400-600	14 1/2 @ 15	18 @ 18 1/2
600-800	14 1/2 @ 15	18 @ 18 1/2
800-1000	14 1/2 @ 15	18 @ 18 1/2
Medium steers—		
400-600	12 @ 12 1/2	16 @ 16 1/2
600-800	12 @ 12 1/2	16 1/2 @ 17
800-1000	12 1/2 @ 13	16 1/2 @ 17
Heifers, good, 400-600	12 @ 13	16 1/2 @ 17
Cows, 400-600	10 1/2 @ 11 1/2	10 1/2 @ 11 1/2
Hind quarters, choice	@ 24	@ 26
Fore quarters, choice	@ 13	@ 15

### Beef Cuts

Steer loins, prime	@ 42	@ 38
Steer loins, No. 1	@ 32	@ 36
Steer loins, No. 2	@ 22	@ 26
Steer short loins, prime	@ 59	@ 52
Steer short loins, No. 1	@ 45	@ 48
Steer short loins, No. 2	@ 29	@ 42
Steer loin ends (hips)	@ 20	@ 24
Steer loin ends, No. 2	@ 19	@ 24
Cow loins	@ 15	@ 18
Cow short loins	@ 19	@ 21
Cow loin ends (hips)	@ 12	@ 15
Steer ribs, prime	@ 30	@ 27
Steer ribs, No. 1	@ 22	@ 25
Steer ribs, No. 2	@ 17	@ 21 1/2
Cow ribs, No. 2	@ 11	@ 12
Cow ribs, No. 1	@ 8	@ 11
Steer rounds, prime	@ 18	@ 18
Steer rounds, No. 1	@ 14	@ 17 1/2
Steer rounds, No. 2	@ 13 1/2	@ 15
Steer chucks, prime	@ 13	@ 13 1/2
Steer chucks, No. 1	@ 11 1/2	@ 14 1/2
Steer chucks, No. 2	@ 10 1/2	@ 13 1/2
Cow rounds	@ 12	@ 11 1/2
Cow chucks	@ 10	@ 10 1/2
Steer plates	@ 9 1/2	@ 11
Medium plates	@ 9 1/2	@ 11
Briskets, No. 1	@ 9 1/2	@ 11
Steer navel ends	@ 8	@ 9
Cow navel ends	@ 7	@ 7 1/2
Fore shanks	@ 9	@ 9
Hind shanks	@ 7	@ 8
Strip loins, No. 1	@ 8	@ 8
Strip loins, No. 2	@ 8	@ 8
Sirloin butts, No. 1	@ 26	@ 30
Sirloin butts, No. 2	@ 18	@ 22
Beef tenderloins, No. 1	@ 13	@ 15
Beef tenderloins, No. 2	@ 8 1/2	@ 10
Rump butts	@ 18	@ 18 1/2
Flank steaks	@ 17	@ 17 1/2
Shoulder clods	@ 14	@ 14 1/2
Hanging tenderloin	@ 15	@ 15
Insides, green, 6 @ 8 lbs.	@ 17	@ 17
Insides, green, 5 @ 6 lbs.	@ 15	@ 15 1/2
Knuckles, green, 5 @ 6 lbs.	@ 16 1/2	@ 14

### Beef Products

Brains (per lb.)	@ 9	@ 7
Hearts	@ 11	@ 10
Tongues	@ 19	@ 18
Sweetbreads	@ 22	@ 22
Ox-tail, per lb.	10 @ 12	@ 10
Fresh tripe, plain	@ 9	@ 9
Fresh tripe, H. C.	@ 11 1/2	@ 11 1/2
Livers	@ 20	@ 19
Kidneys, per lb.	@ 9	@ 10

### Veal

Choice carcasses	@ 17	17 @ 18
Good carcasses	15 @ 16	14 @ 16
Good saddles	20 @ 21	20 @ 22
Good racks	@ 15	12 @ 15
Medium racks	8 @ 12	9 @ 11

### Veal Products

Brains, each	@ 11	@ 11 1/2
Sweetbreads	@ 35	@ 35
Calves livers	@ 36	@ 45

### Lamb

Choice lambs	@ 18	@ 16
Medium lambs	@ 16	@ 14
Choice saddles	@ 20	@ 19
Medium saddles	@ 18	@ 17
Choice fores	@ 12	@ 13
Medium fores	@ 14	@ 13
Lamb fries, per lb.	@ 30	@ 30
Lamb tongues, per lb.	@ 15	@ 15
Lamb kidneys, per lb.	@ 20	@ 20

### Mutton

Heavy sheep	@ 8	@ 7
Light sheep	@ 10	@ 10
Heavy saddles	@ 9	@ 9
Light saddles	@ 12	@ 12
Heavy fores	@ 5	@ 5
Light fores	@ 8	@ 8
Mutton legs	@ 14	@ 13
Mutton loins	@ 12	@ 8
Mutton stew	@ 7	@ 5
Sheep tongues, per lb.	@ 12 1/2	@ 12 1/2
Sheep heads, each	@ 10	@ 10

## Fresh Pork, etc.

Pork loins, 8 @ 10 lbs. av.	@ 15 1/2	@ 18
Picnics	@ 11	@ 14 1/2
Skinned shoulders	@ 12	@ 16 1/2
Tenderloins	@ 30	@ 32
Spare ribs	@ 11	@ 13
Back fat	@ 10	@ 13
Boston butts	@ 14 1/2	@ 18
Boneless butts, cellar trim, 2 @ 4	@ 19	@ 25
Hocks	@ 10	@ 10
Tails	@ 11	@ 12
Neck bones	@ 4	@ 4
Slip bones	@ 11	@ 13
Blade bones	@ 11	@ 12
Pigs' feet	@ 5 1/2	@ 5
Kidneys, per lb.	@ 9	@ 9
Livers	@ 17	@ 19 1/2
Brains	@ 9	@ 8
Ears	@ 6	@ 6
Snouts	@ 9	@ 8
Heads	@ 7 1/2	@ 8
Chitterlings	@ 7	@ 6 1/2

## DRY SALT MEATS

Clear bellies, 14 @ 16 lbs.	@ 11 1/2	@ 11 1/2
Clear bellies, 18 @ 20 lbs.	@ 11 1/2	@ 11 1/2
Rib bellies, 25 @ 30 lbs.	@ 11	@ 11
Fat backs, 10 @ 12 lbs.	@ 7 1/2	@ 7 1/2
Fat hams, 14 @ 16 lbs.	@ 9	@ 9
Regular plates	@ 8 1/2	@ 8 1/2
Jowl butts	@ 7 1/2	@ 7 1/2

## WHOLESALE SMOKED MEATS

Fancy reg. hams, 14 @ 16 lbs., parchment paper	22 @ 23	@ 23
Fancy skd. hams, 14 @ 16 lbs., parchment paper	22 1/2 @ 23 1/2	@ 23 1/2
Standard reg. hams, 14 @ 16 lbs., plain	20 @ 21	@ 21
Picnics, 4 @ 8 lbs., short shanks, plain	18 @ 19	@ 19
Picnics, 4 @ 8 lbs., long shank, plain	17 @ 18	@ 18
Fancy bacon, 6 @ 8 lbs., parchment paper	24 1/2 @ 25 1/2	@ 25 1/2
Standard bacon, 6 @ 8 lbs., plain	24 1/2 @ 25 1/2	@ 25 1/2
No. 1 beef sets, smoked		
Insides, 8 @ 12 lbs.	32 @ 33	@ 33
Outsides, 5 @ 9 lbs.	28 1/2 @ 29 1/2	@ 29 1/2
Knuckles, 5 @ 9 lbs.	29 @ 30	@ 30
Cooked hams, choice, skin on, fattened	35 @ 35 1/2	@ 35 1/2
Cooked hams, choice, skinless, fattened	37 @ 37	@ 37
Cooked picnics, skin on, fattened	25 1/2 @ 25 1/2	@ 25 1/2
Cooked picnics, skinless, fattened	26 1/2 @ 26 1/2	@ 26 1/2

## BARRELED PORK AND BEEF

Mess pork, regular	\$ @ 23.50	@ 23.50
Family back pork, 24 to 34 pieces	@ 24.00	@ 24.00
Family back pork, 35 to 45 pieces	@ 24.00	@ 24.00
Clear back pork, 40 to 50 pieces	@ 27.00	@ 27.00
Bean pork	@ 20.00	@ 20.00
Brisket pork	@ 24.50	@ 24.50
Plate beef	@ 25.50	@ 25.50
Extra plate beef	@ 26.50	@ 26.50
Clear plate pork, 25 to 35 pieces	@ 19.00	@ 19.00

## VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.	\$16.75	
Lamb tongue, short cut, 200-lb. bbl.	65.00	
Regular tripe, 200-lb. bbl.	16.50	
Honeycomb tripe, 200-lb. bbl.	29.00	
Pocket honeycomb tripe, 200-lb. bbl.	27.00	

## LARD

Prime steam, cash, Bd. Trade	\$ @ 8.55n	@ 8.55n
Prime steam, loose, Bd. Trade	@ 8.32 1/2	@ 8.32 1/2
Refined lard, tierces, f.o.b. Chgo.	@ 10 1/2	@ 10 1/2
Kettle rend., tierces, f.o.b. Chgo.	@ 11 1/2	@ 11 1/2
Leaf, kettle rendered, tierces, f.o.b. Chicago	@ 11 1/2	@ 11 1/2
Neutral, tierces, f.o.b. Chicago	@ 11 1/2	@ 11 1/2
Compound, veg. tierces, c.a.f.	@ 09 1/2	@ 09 1/2

## OLEO OIL AND STEARINE

Extra oleo oil	9 @ 9 1/2	@ 9 1/2
Prime No. 2 oleo oil	7 1/2 @ 8	@ 8
Prime oleo stearine, edible	6 1/2 @ 7	@ 7

## VEGETABLE OILS

Crude cottonseed oil, in tanks, f.o.b.		
Valley points, prompt	@ 6 1/2	@ 6 1/2
White deodorized, in bbls., f.o.b. Chgo.	9 1/2 @ 9 1/2	@ 9 1/2
Yellow, deodorized, in bbls., f.o.b. Chgo.	9 1/2 @ 9 1/2	@ 9 1/2
Soap stock, 50% f.f.a. f.o.b. mills	1 1/2 @ 1 1/2	@ 1 1/2
Soya bean oil, f.o.b. mills	5 1/2 @ 6	@ 6
Corn oil, in tanks, f.o.b. mills	6 1/2 @ 7	@ 7
Cocunut oil, selected tanks, f.o.b. coast	@ 8 1/2	@ 8 1/2
Refined in bbls., f.o.b. Chicago	@ 9	@ 9

## OLEOMARGARINE

(F. O. B. CHICAGO.)

White domestic vegetable margarine	@ 15 1/2	@ 15 1/2
White animal fat margarine, in 1 lb. cartons, rolls or prints	@ 15	@ 15
Puff paste (water churned)	@ 12 1/2	@ 12 1/2
(milk churned)	@ 13 1/2	@ 13 1/2

## DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. carton	@ 24	@ 24
Country style sausage, fresh in link	@ 19 1/2	@ 19 1/2
Country style sausage, fresh in bulk	@ 17 1/2	@ 17 1/2
Country style sausage, smoked	@ 22 1/2	@ 22 1/2
Frankfurters, in sheep casings	@ 23 1/2	@ 23 1/2
Frankfurters, in hog casings	@ 21 1/2	@ 21 1/2
Bologna in beef bungs, choice	@ 18	@ 18
Bologna in beef middles, choice	@ 18	@ 18
Liver sausage in beef rounds	@ 19 1/2	@ 19 1/2
Liver sausage in hog bungs	@ 19	@ 19
Smoked liver sausage in hog bungs	@ 20	@ 20
Head cheese	@ 19	@ 19
Holsteiner	@ 22	@ 22
Mixed luncheon specialty, choice	@ 17 1/2	@ 17 1/2
Tongue sausage	@ 29 1/2	@ 29 1/2
Blood sausage	@ 19 1/2	@ 19 1/2
Souse	@ 19 1/2	@ 19 1/2
Polish sausage	@ 23	@ 23

## DRY SAUSAGE

Cervelat, choice, in hog bungs	@ 39	@ 39
Thuringer cervelat	@ 20 1/2	@ 20 1/2
Farmer	@ 27	@ 27
Holsteiner	@ 25	@ 25
B. C. salami, choice	@ 34	@ 34
Milano, salami, choice in hog bungs	@ 35	@ 35
B. C. salami, new condition	@ 20 1/2	@ 20 1/2
Frises, choice, in hog middles	@ 32	@ 32
Genoa style salami, choice	@ 42	@ 42
Pepperoni	@ 30	@ 30
Mortadella, new condition	@ 18 1/2	@ 18 1/2
Capicola	@ 44	@ 44
Italian style hams	@ 34	@ 34
Virginia hams	@ 44	@ 44

## SAUSAGE IN OIL

Bologna style sausage, in beef rounds—		
Small tins, 2 to crate	\$6.00	
Frankfort style sausage, in sheep casings—		
Small tins, 2 to crate	7.50	
Smoked link sausage, in hog casings—		
Small tins, 2 to crate	6.75	

## SAUSAGE MATERIALS

(F. O. B. CHICAGO.)

Regular pork trimmings	@ 8	@ 8
Special lean pork trimmings	@ 13	@ 13
Extra lean pork trimmings	@ 14 1/2	@ 14 1/2
Pork cheek meat	9 @ 9 1/2	@ 9 1/2
Pork hearts	5 1/2 @ 6	@ 6
Pork livers	5 1/2 @ 6	@ 6
Native boneless bull meat (heavy)	13 @ 14	@ 14
Shank meat	@ 11 1/2	@ 11 1/2
Boneless chucks	@ 12 1/2	@ 12 1/2
Beef trimmings	@ 10 1/2	@ 10 1/2
Beef cheeks (trimmed)	@ 8 1/2	@ 8 1/2
Dressed canners, 350 lbs. and up	8 1/2 @ 9	@ 9
Dressed cutter caws, 400 lbs. and up	9 @ 9 1/2	@ 9 1/2
Dr. bologna bulls, 600 lbs. and up	10 1/2 @ 11	@ 11
Pork tongues, canner trim, S. P.	@ 15	@ 15

## CURING MATERIALS

Nitrite of soda (Chgo. w'house stock):		
In 45-lb. bbls., delivered	\$ 9.00	
Salt, less than ton lots:		
Dbl. refined granulated	6.90	
Small crystals	7.90	
Medium crystals	8.25	
Large crystals	8.65	
Dbl. refd. gran. nitrate of soda	3.75	
Salt, per ton, in minimum car of 80,000 lbs. only, f.o.b. Chicago:		
Granulated	7.20	
Medium, undried	9.70	
Medium, dried	10.20	
Rock	6.00	
Sugar—		
Raw, 96 basis, f.o.b. New Orleans	@ 3.25	@ 3.25
Second sugar, 96 basis	None	
Standard gran., f.o.b. refiners (2%)	@ 4.75	@ 4.75
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%	@ 4.25	@ 4.25
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%	@ 4.15	@ 4.15
Dextrose, in car lots, per cwt.	@ 8.81	@ 8.81

(Continued on page 54.)

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*Slaughterers of Cattle, Hogs,  
Lams and Calves*

U. S. GOVERNMENT INSPECTION

WILMINGTON

DELAWARE

## Chicago Markets

(Continued from page 52.)

### SPICES

(Basis Chicago, original bbls., bags or bales.)

	Whole.	Ground.
	Per lb.	Per lb.
Allspice, Prime	16 1/2	15
Resifted	17	18 1/2
Chili Pepper, Fancy	21	21
Chili Powder, Fancy	20	20
Cloves, Amboyana	27	31
Madagascar	18	21 1/2
Zanzibar	20	23 1/2
Ginger, Jamaica	18 1/2	20
African	17	19
Mace, Fancy Banda	65	70
East India	60	65
E. I. & W. I. Blend	30	30
Mustard Flour, Fancy	22 1/2	22 1/2
No. 1	15	15
Nutmeg, Fancy Banda	26	26
East India	22	22
E. I. & W. I. Blend	19	19
Paprika, Extra Fancy	28 1/2	28 1/2
Fancy	28	28
Hungarian, Fancy	24	24
Peppina Sweet Red Pepper	25 1/2	25 1/2
Pimento (220-lb. bbls.)	25 1/2	25 1/2
Pepper, Cayenne	25	25
Red Pepper, No. 1	22	22
Pepper, Black Aleppy	10	11 1/2
Black Lampong	8	8 1/2
Black Tellicherry	10	11 1/2
White Java Muntok	11	12 1/2
White Singapore	10 1/2	12
White Packers	11 1/2	11 1/2

### SEEDS AND HERBS

	Whole.	Ground.
	Per lb.	Per lb.
Caraway Seed	11	11
Celery Seed, French	19	23
Cominos Seed	11 1/2	14
Coriander Morocco Bleached	10	10
Coriander Morocco Natural No. 1	8 1/2	10 1/2
Mustard Seed, Cal. Yellow	9 1/2	12 1/2
American	8 1/2	11 1/2
Marjoram, French	20	23
Oregano	15	18
Sage, Dalmatian Fancy	8 1/2	10
Dalmatian No. 1	8	9 1/2

### SAUSAGE CASINGS

(P. O. B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef casings:	
Domestic rounds, 180 pack	\$.18
Domestic rounds, 140 pack	\$.28
Export rounds, wide	\$.38
Export rounds, medium	\$.25
Export rounds, narrow	\$.38
No. 1 weasands	\$.05
No. 2 weasands	\$.03
No. 1 bungs	\$.14
No. 2 bungs	\$.12
Middles, regular	\$.37
Middles, select, wide, 2@2 1/2 in.	\$.45
Middles, select, extra wide, 2 1/2 in. and over	\$.30
Dried bladders:	
12-15 in. wide, flat	\$.65
10-12 in. wide, flat	\$.55
8-10 in. wide, flat	\$.35
6-8 in. wide, flat	\$.25
Hog casings:	
Narrow, per 100 yds.	2.40
Narrow, special, per 100 yds.	2.30
Medium, regular	1.90
English medium	1.75
Wide, per 100 yds.	1.50
Extra wide, per 100 yds.	1.15
Export bungs	.25
Large prime bungs	.20
Medium prime bungs	.14
Small prime bungs	.11
Middles, per set	.18
Stomachs	.09

# New York Market Prices

### LIVE CATTLE

Steers, good to choice	9.50
Steers, good	9.00
Steers, medium to good	7.75 @ 8.60
Cows, common to medium	5.25 @ 6.50
Cows, low cutter to cutter	4.00 @ 5.25
Bulls, sausage	7.50
Bulls, cutter to medium	5.25 @ 7.25

### LIVE CALVES

Vealers, choice	14.00
Vealers, good	12.50 @ 13.00
Vealers, medium	10.00 @ 12.00
Vealers, cull and common	6.00 @ 8.50
Calves, medium to good	8.25
Calves, common and medium	7.25

### LIVE HOGS

Hogs, good to choice, 150-200-lb.	8.50
220-lb.	8.65
281-lb.	8.00

### LIVE LAMBS

Lambs, good to choice	9.35
Lambs, medium to good	9.00 @ 9.25
Lambs, cull and common	7.00 @ 7.50
Ewes, cull to good	2.00 @ 4.50

### DRESSED BEEF

City Dressed.

Choice, native, heavy	20 @ 23
Choice, native, light	19 @ 23
Native, common to fair	15 @ 18

### Western Dressed Beef.

Native steers, 600@800 lbs.	17 @ 21
Native choice yearlings, 440@600 lbs.	16 @ 20
Good to choice heifers	14 @ 16
Good to choice cows	11 @ 13
Common to fair cows	9 @ 10
Fresh bologna bulls	11 1/2 @ 12 1/2

### BEEF CUTS

	Western.	City.
No. 1 ribs	28 @ 32	28 @ 32
No. 2 ribs	24 @ 27	24 @ 26
No. 3 ribs	17 @ 22	18 @ 22
No. 1 loins	45 @ 48	44 @ 50
No. 2 loins	35 @ 40	36 @ 42
No. 3 loins	25 @ 28	30 @ 34
No. 1 hinds and ribs	20 @ 23	22 @ 28
No. 2 hinds and ribs	16 @ 20	18 @ 21
No. 1 rounds	14 @ 16	14 @ 15
No. 2 rounds	11 @ 13	12 @ 13
No. 3 rounds	11 @ 13	11 @ 12
No. 1 chucks	13 @ 14	14 @ 16
No. 2 chucks	12 @ 13	13 @ 14
No. 3 chucks	11 @ 12	11 @ 12
Bolognas	12 1/2 @ 13 1/2	
Rolls, reg. 6@8 lbs. av.	23 @ 25	
Rolls, reg. 4@6 lbs. av.	18 @ 20	
Tenderloins, 4@6 lbs. av.	50 @ 60	
Tenderloins, 5@6 lbs. av.	50 @ 60	
Shoulder clods	16 @ 18	

### DRESSED VEAL

Good	17 @ 18
Medium	16 @ 17
Common	15 @ 16

### DRESSED SHEEP AND LAMBS

Lambs, spring, prime	19 @ 20
Lambs, spring, good	18 @ 19
Lambs, 38 lbs. down	17 @ 18
Sheep, good	9 @ 11
Sheep, medium	7 @ 9

### DRESSED HOGS

Hogs, good and choice (90-140 lbs.)	\$13.25 @ 14.25
-------------------------------------	-----------------

### FRESH PORK CUTS

Pork loins, fresh, Western, 10@12 lbs.	17 @ 17
Pork tenderloins, fresh	13 @ 13
Pork tenderloins, frozen	13 @ 13
Shoulders, Western, 10@12 lbs. av.	14 @ 14
Butts, boneless, Western	17 @ 17
Butts, regular, Western	17 @ 17
Hams, Western, fresh, 10@12 lbs. av.	20 @ 20
Picnic hams, West. fresh, 6@8 lbs. av.	15 @ 15
Pork trimmings, extra lean	18 @ 18
Pork trimmings, regular 50% lean	11 @ 11
Spareribs	15 @ 15

### SMOKED MEATS

Regular hams, 8@10 lbs. av.	25 @ 26
Regular hams, 10@12 lbs. av.	24 @ 25
Regular hams, 12@14 lbs. av.	22 1/2 @ 23 1/2
Skinned hams, 10@12 lbs. av.	24 1/2 @ 25
Skinned hams, 12@14 lbs. av.	22 1/2 @ 23 1/2
Skinned hams, 16@18 lbs. av.	21 1/2 @ 22 1/2
Skinned hams, 18@20 lbs. av.	21 @ 22
Picnics, 4@6 lbs. av.	17 1/2 @ 18 1/2
Picnics, 6@8 lbs. av.	16 1/2 @ 17 1/2
City pickled bellies, 3 1/2@12 lbs. av.	20 @ 21
Bacon, boneless, Western	28 @ 28
Bacon, boneless, city	27 @ 28
Rollettes, 8@10 lbs. av.	21 @ 22
Beef tongue, light	23 @ 23
Beef tongue, heavy	24 @ 24

### FANCY MEATS

Fresh steer tongues, untrimmed	16c a pound
Fresh steer tongues, 1 c. trimmed	28c a pound
Sweetbreads, beef	35c a pound
Sweetbreads, veal	70c a pair
Beef kidneys	14c a pound
Mutton kidneys	4c each
Livers, beef	29c a pound
Oxtails	18c a pound
Beef hanging tenders	30c a pound
Lamb fries	12c a pair

### BUTCHERS' FAT

Shop Fat	\$2.00 per cwt.
Breast Fat	2.75 per cwt.
Edible Suet	4.25 per cwt.
Inedible Suet	3.25 per cwt.

### GREEN CALFSKINS

	5-9 9 1/4-12 1/4	12 1/4-14	14-18	18 up
Prime No. 1 Veals	1.30	1.85	1.90	2.05
Prime No. 2 Veals	1.20	1.65	1.70	1.75
Buttermilk No. 1	1.10	1.55	1.60	1.65
Buttermilk No. 2	9	1.35	1.40	1.45
Branded Gruby	6	.70	.80	.85
Number 3	6	.70	.80	.85

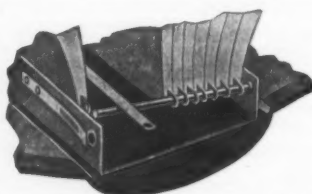
### BONES AND HOOFS

	Per ton.
Round shins, heavy, delivered basis	\$70.00 @ 75.00
light, delivered basis	60.00 @ 65.00
Flat shins, heavy, delivered basis	60.00 @ 65.00
light, delivered basis	55.00 @ 60.00
Thighs, blades and buttocks	52.50 @ 55.00
White hoofs	65.00 @ 70.00
Black and striped hoofs	40.00 @ 45.00

### COOPERAGE

(Prices at Chicago)

Ash pork barrels, black hoops	1.52 1/2 @ 1.55
Ash pork barrels, galv. hoops	1.62 1/2 @ 1.65
Oak pork barrels, black hoops	1.62 1/2 @ 1.65
Oak pork barrels, galv. hoops	1.62 1/2 @ 1.65
White oak ham tierces	2.42 1/2 @ 2.45
Red oak lard tierces	2.12 1/2 @ 2.15
White oak lard tierces	2.22 1/2 @ 2.25



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# Classified ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

## Men Wanted

### Lard Compound Man

Wanted, man familiar with the manufacture of lard compound and margarine to take charge of plant in the British West Indies. Reply stating full particulars as to experience, salary, etc. W-103, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

### Jobbers, Dealers

Established New York seasonings manufacturer desires to make connections with limited number of jobbers or dealers contacting the sausage manufacturing and meat curing trade. Liberal commissions. W-991, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

### Salesmen

Want salesmen with following among pork stores and delicatessen shops for new, novel and fast selling display. Liberal commission. Reply stating experience and territory covered. No side line. W-998, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

### Gelatin Man

Wanted, man with theoretical and practical knowledge in production of edible and inedible gelatin. Must be thoroughly experienced. Reply stating experience. W-996, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

### Skinners

Rendering plant has opening for skinners. Must be fast and strictly sober. Send names and references of past employers. W-101, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Chemist

Meat packing company has opening for graduate chemist whose major experience has been in meat packing field. All applicants are requested to give complete information regarding themselves in their reply. W-994, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

## Position Wanted

### Sausage Casings

Expert casing man seeks position with small and progressive company as selecting plant supervisor and / or inside man. Age 34. Advertiser has spent 18 years in the trade with European experience and as buyer of sheep casings in Asia. Fully conversant with selecting, grading and its problems; cost accounting, office routine; correspondence in two languages. Go anywhere. W-102, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

## Position Wanted

### Sausagemaker

Young man with thorough knowledge of sausage department and manufacture of sausage products desires connection with well established large or medium sized concern anywhere. Familiar with slow and fast curing. Can help figure costs and willing to work on trial. Moderate salary. References. W-108, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

### Sausagemaker

A-1 sausagemaker now open for connection. Can make all standard brands of plain and fancy sausage. Can go anywhere. Excellent references. Now in Chicago. W-107, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Superintendent

Employed, desires change, good reason. Excellent references previous and present employers. 25 years' western, mid-western and eastern experience, all departments. Ten years superintendent. Expert bologna, curing, smoking, killing, cutting departments. Proven formulas, modern cures. Now in East. W-988, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

### Accountant

Chief accountant and office manager eastern packing plant desires change on account of climate. Will accept similar position or position as traveling auditor in South, southwest or far west. Capable man, age 33 with 15 years' accounting experience. W-999, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Sausage Foreman

Available now. Go anywhere. Married. Thoroughly experienced in sausage, smoked meats, curing and sales. Can handle all clerical work and help efficiently. A-1 references. C. A. DeHaven, 1041 S. Market St., Wichita, Kansas.

### Sausage Salesmanager

Young man with 20 years' experience developing sausage truck routes. Understands plant operations and costs. Sausage salesmanager for 10 years. Can help packer or sausage manufacturer. W-997, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

### Sausage Foreman

Expert sausagemaker, experienced in all kinds of sausage and meat specialties. Capable taking full charge all operations and conducting them on profitable basis. Maintain uniform quality and overcome spoilage and other difficulties. Excellent references. Prefer New York area. W-100, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

### Sausagemaker

Sausage foreman and butcher can take full charge of kitchen. Makes all kinds of sausage and meat loaves. Chicago experience. Will go anywhere. References. Peter LaBouve, 1524 Frontier, Chicago, Ill. Lin. 8278.

## Position Wanted

### Sales Manager

Rail stock sales manager, 10 years' experience grading, selecting, selling rail stock and cuts car routes large packer. Successful record handling men and developing new business. Initiative and common sense. Prefer permanent connection with small packer. Age 35. W-105, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Business Opportunities

### Market and Sausage Factory

For sale, combination pork store, meat market and sausage factory. A real buy. Capacity about 2000 lbs. sausage products weekly. Excellent retail business also. Complete modern equipment in A-1 condition. Small overhead. Write for information to: Mr. Fisher, 229 2nd Ave., San Francisco, Calif.

### Sausage Factory

For rent, modern sausage factory of brick and concrete construction. Capacity 15,000 lbs. weekly. Ample cooler space. Equipment in excellent condition. Located in northern Illinois city, 25,000 population. FS-955, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Small Packing Plant

For sale, small packing plant on outskirts of central southern city of 110,000 population. This plant, now in operation, includes sausage kitchen, killing facilities, coolers and rendering equipment. Unusually small amount of capital will give you this business. FS-104, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Packing Plant

For sale, small, modern packing plant in rich agricultural district, fully equipped. Write or wire Norman W. Peters, Receiver, Tiffin, Ohio.

## Miscellaneous

### German Sausage Book

German sausage makers' newest book on sausagemaking, spices, meat curing and all there is to know about meats. This book is imported from the Bavarian Meat School, Landshut, Germany. For information, write to H. Polzmacher, Pottsville, Pa.

### No. 66 Grinder

Wanted, No. 66 grinder. Give full particulars. W-106, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

See Bottom of Page 57 Opposite for Additional Classified Ads

# UNITED DRESSED BEEF COMPANY J. J. HARRINGTON & COMPANY

City Dressed Beef, Lamb and Veal, Poultry

Oleo Oils  
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Stock Foods  
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## Equipment for Sale

### Meat Cutter and Pickles

For sale, Broken sweet pickles for packinghouse use, very delicious; also Buffalo silent meat cutter in good shape, low priced for quick sale. Springfield Pickle Works, Springfield, Mo.

### Harrington Lard Fillers

For sale, 3 Harrington lard filling units; one 1-lb. size, one 4-lb., 8-lb. size, and one for larger packages. FS-907, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### M & M Hog

For sale, one CRE Mitts & Merrill hog, No. 15, with 28-in. hopper, driven by 100 h.p. motor, suitable for grinding cracklings, tankages, shop fat and bones, etc. Machine in good condition and priced right. FS-941, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Equipment for Sale

### For Sale

8 Double low frame beef hoists All-bright-Nell No. 77 with friction wheels 52-in. x 10-in. and 40-in. x 10-in. FS-986, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Used Sausage Machinery

For sale, No. 43 "Buffalo" mixer, \$90; No. 43-B "Buffalo" silent cutter, \$200; 200-lb. Randall stuffer, \$100. Excellent condition and will be guaranteed. Berks Packing Co., Inc., Reading, Pa.

### Used Packinghouse Equipment

For sale, 24-ton Frick ice machine with steam engine. Brownell boiler, Gem City boiler, lard balance scale, cattle scale, track scales, pumps, lard cooking tank, blowers, tallow tanks, other items. For list and full particulars write to Geo. H. Alten, P. O. Box 426, Lancaster, Ohio.

## Equipment for Sale

### Used Equipment for Sale

3 Anderson No. 1 Oil Expellers, motor driven, with 15-H.P. AC motors, complete with tempering apparatus; 2 Anderson RB Expellers; two 4 ft. x 9 ft. Mechanical Mfg. Co. Lard Rolls; 1 Albright Nell 2 1/2 ft. x 5 ft. Jacketed Dryer; 3 Bartlett & Snow Jacketed Digesters or Tankage Dryers 10' dia.; one 24 in. x 20 in. Type "B" Jeffrey Hammer Mill; one 24 in. x 16 in. Gruendler Hammer Mill; 2 Jay-Bee Hammer Mills, No. 2, No. 3, for Cracklings; 2 Mechanical Mfg. Co. Double Arm Meat Mixers; 1 Buffalo No. 23 Silent Cutter; 1 No. 41 Enterprise Meat Chopper; 1 "Boss" No. 106 Meat Chopper. Miscellaneous: Cutters, Grinders, Melters, Cookers, Rendering Tanks, Hydraulic Presses, Kettles, Pumps, etc. What have you for sale? Send us a list.

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- 2 Singers are not necessary.
- 3 Quantity of No. 1 Pork Cuts is increased.
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